



Cumberland County
Board of Trustees Cross Insurance Arena
Meeting Agenda - Final

Wednesday, April 29, 2026

9:00 AM

Cross Insurance Arena
Hall of Fame Lounge
1 Civic Center Square
Portland Maine

CALL TO ORDER

ROLL CALL

APPROVAL OF MINUTES

[BT 26-001](#) Approval of the minutes, December 17, 2025, meeting of the Cross Insurance Arena Board of Trustees.

Attachments: [CIA Meeting Minutes Draft December 17, 2025](#)

NEW BUSINESS

[BT 26-002](#) Update from the Maine Mariners

[BT 26-003](#) Presentation of Financials for November, December, January, February and March

Attachments: [FS - November 2025B](#)

[FS - December 2025](#)

[FS - January 2026](#)

[FS - February 2026](#)

[FS - March 2026](#)

[BT 26-004](#) Presentation of Events Reports for November, December, January, February and March

Attachments: [Events Report - November 2025](#)
[Events Report - December 2025](#)
[Events Report - January 2026](#)
[Events Report - February 2026](#)
[Events Report - March 2026](#)

[BT 26-005](#) Presentation of the FY27 CIA Operations and Trustee Budgets

Attachments: [FY27 CIA Ops Budget](#)
[FY27 CIA Trustee Budget](#)

[BT 26-006](#) Update on Cross Insurance Arena 50th Anniversary Planning

MEMBER UPDATES

NEXT MEETING:

ADJOURNMENT

Position Paper

File #: BT 26-001

Agenda Date: 4/29/2026

Title:

Approval of the minutes, December 17, 2025, meeting of the Cross Insurance Arena Board of Trustees.

Background and Purpose of Request:

Review and approve the attached minutes.

Staff Contact: Katharine Cahoon, Executive Department



Cumberland County

Board of Trustees Cross Insurance Arena

Meeting Minutes - Draft

Cross Insurance Arena,
Portland, Maine

Wednesday, December 17, 2025

9:00 AM

Cross Insurance Arena
Hall of Fame Lounge
1 Civic Center Square
Portland Maine

CALL TO ORDER

The Board of Trustees met for their regularly scheduled meeting at the Cross Insurance Arena, the meeting was called to order by County Manager Gailey at 9:10 a.m.

ROLL CALL

- Present:** 6 - Trustee Frank Clark, Trustee Jon Crimmins, Trustee Lori Norman, Trustee Peter Rickett, Trustee Sam Surprise and Trustee Susan Witonis
- Absent:** 1 - Trustee Steve Woods
- NonVoter:** 1 - Commissioner Tom Tyler

Additional Guests:

- Michael Loconte, Oak View Group
- Mark Eddy, Oak View Group
- Peter Doyle, Oak View Group
- James Gailey, County Manager
- Breana Gersen, Assistant County Manager
- Katharine Cahoon, Cumberland County

APPROVAL OF MINUTES

[BT 25-008](#) Approval of the minutes, April 8, 2025, meeting of the Board of Cross Insurance Trustees

A motion was made by Trustee Surprise, seconded by Trustee Clark, that this CIA Trustees' Agenda Item be APPROVED. The motion carried by a unanimous vote.

- Yes:** 4 - Trustee Clark, Trustee Crimmins, Trustee Norman and Trustee Surprise
- No:** 0
- Absent:** 1 - Trustee Woods
- Abstain:** 2 - Trustee Rickett and Trustee Witonis

[BT 25-014](#) Informational: No Minutes for October 1, 2025, meeting of the Cross Insurance

Arena Trustees.

This CIA Trustees' Agenda Item was RECEIVED AND FILED.

NEW BUSINESS

[BT 25-009](#)

Update from the Maine Mariners - Adam Goldberg

Maine Mariners Chief Executive Officer Adam Goldberg was not present. General Manager Mike Loconte explained that concessions are up and there has been strong attendance. County Manager Gailey observed that a high percentage of tickets purchased are not being used resulting in lower concessions. Peter Doyle offered that that occurs with group sale tickets when they are passed on and not used.

This CIA Trustees' Agenda Item was DISCUSSED.

[BT 25-010](#)

Presentation of Financial Reports from March to August 2025

GM Lonconte gave an overview of June through August and discussed the new corporate reporting software that is being used. There was a strong fiscal year end for June with 6 events as outlined on page 42 of the agenda packet. Total gross profit was \$100,770, Indirect Expenses were \$367,592 resulting in a Net Operating loss of \$266,822 with a budgeted negative \$79,773 and there was a swing of negative \$187,049. For Year to Date on page 44, Total Gross Profit was \$3,140,908, Indirect Expenses were \$3,079,205, Total Net Income was \$61,775 and swing of \$295,896 compared to the budgeted amount. Overall it was a strong end to the year. In August on page 56 of the agenda packet, there was one event featuring John Mulaney. Overall the Total Net Income was negative \$86,007 compared to budgeted Net Income of negative \$119,625 and there was a swing of \$33,000 for the month. The year to date Total Net Income was negative \$219,392 and a swing of \$78,073 for the year to date.

A motion was made by Trustee Crimmins, seconded by Trustee Clark, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 6 - Trustee Clark, Trustee Crimmins, Trustee Norman, Trustee Rickett, Trustee Surprise and Trustee Witonis

No: 0

Absent: 1 - Trustee Woods

[BT 25-015](#)

Approval of Monthly Financial Reports for September and October

GM Lonconte gave an overview of the financials ending in October on page 64 of the agenda packet, he noted there were 3 events for the month. The Net Operating Income was a negative \$132,798 and a budgeted negative \$153,832 for a \$21,034 swing. Year to date, there were 9 events and a Net Income of \$413,326 compared to a budgeted negative \$609,906 for a swing of \$195,584. Trustee Rickett asked GM Loconte if the strength was due to general revenue or profit margin, GM Loconte explained that it was a combination of different things. Director of Finance Mark Eddy noted that there was a mandated wage increase in Portland that could affect margins in the future.

A motion was made by Trustee Rickett, seconded by Trustee Crimmins, that the

CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 6 - Trustee Clark, Trustee Crimmins, Trustee Norman, Trustee Rickett, Trustee Surprise and Trustee Witonis

No: 0

Absent: 1 - Trustee Woods

[BT 25-011](#) Presentation of Event Reports

GM Lonconte gave an overview of the events report.

A motion was made by Trustee Witonis, seconded by Trustee Norman, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 6 - Trustee Clark, Trustee Crimmins, Trustee Norman, Trustee Rickett, Trustee Surprise and Trustee Witonis

No: 0

Absent: 1 - Trustee Woods

[BT 25-016](#) Approval of Monthly Events Reports - September and October

GM Lonconte gave an overview of events report on page 105 of the agenda packet. The Event Revenue was \$449,794, Event Cost of Sales was \$385,453.18 and the Event Gross Profit was \$64,341.37.

A motion was made by Trustee Crimmins, seconded by Trustee Clark, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 6 - Trustee Clark, Trustee Crimmins, Trustee Norman, Trustee Rickett, Trustee Surprise and Trustee Witonis

No: 0

Absent: 1 - Trustee Woods

[BT 25-012](#) General Manager's Report

GM Loconte gave an overview of the manager's report. He shared that a rock concert with an orchestra was scheduled and is discussing a Harry Potter show through a new promoter, Innovations Entertainment. The Arena's top performing shows included a country show, women's hockey that was sold out and set a record for concession sales. There are exciting upcoming events for January and April that include local group 12OC, the Maine Mariners, Globetrotters, Jeff Dunham, an Alumni Game, Jim Gaffigan, trade shows and Barry Manilow. For May and June, events include graduations for USM and other schools, Democratic Convention, Christian Rock Concert. GM Loconte noted that the concessions have new menu items including higher end fare. Capital improvements include new desktop computers, HVAC system in Broadcast room, window treatments for Hall of Fame Lounge and other areas. Upgrade shower heads and handles in locker rooms, lighting controls upgrade. The goal for this year is to be \$1 in the black. Finding that many artists are interested in

larger venues for larger returns. A performer withdrew their show and the CIA lost marketing revenue. The recent motocross and bull riding events were a big hit, Disney was only there in November and not returning until next year. GM Loconte noted that the half house curtain was a good investment.

Trustee Witonis asked about the music level during hockey games, she can no longer have a conversation at the games due to the sound level. She observed that she did not have that issue at previous games. GM Loconte suggested that a throttle could be a potential solution. County Manager Gailey shared he read similar complaints online. Peter Doyle stated the players were also complaining about the sound level, GM Loconte stated that he would follow up on their concerns.

A motion was made by Trustee Witonis, seconded by Trustee Crimmins, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 6 - Trustee Clark, Trustee Crimmins, Trustee Norman, Trustee Rickett, Trustee Surprise and Trustee Witonis

No: 0

Absent: 1 - Trustee Woods

[BT 25-020](#) Discussion of 50th Anniversary Committee

The Trustees selected Steve Woods, Jon Crimmins, Susan Witonis, Frank Clark and Deputy Manager Breana Gersen to operate the 50th Anniversary Committee. The official date of the anniversary is March 2027.

This CIA Trustees' Agenda Item was DISCUSSED.

[BT 25-017](#) Recognition and Dedication of the Box Office - Mark Warner

GM Loconte spoke about Cross Insurance Arena longtime employee, Mark Warner, who recently passed away. The trustees discussed some options to honor Mark and will revisit after discussion with Mark's family.

This CIA Trustees' Agenda Item was DISCUSSED.

[BT 25-018](#) Recommend to the County Commissioners approval of the 2024-2025 OVG Financial Incentive

County Manager Gailey introduced the management incentive fee for OVG360. He went over the three scoring categories of the Incentive Fee which include a Financial Fee, Food and Beverage Fee, and a Qualitative Fee. County Manager Gailey recommended a score of 95% for the total of three categories which will be paid from the budgeted line in the County General Fund. Trustee Crimmins shared that he supports the recommendation and GM Loconte's performance is fantastic, and management has been responsive to the board's requests. His only comment is that experience with the ushers could improve. Overall, he has enjoyed serving on the Board and working with the Trustees.

A motion was made by Trustee Witonis, seconded by Trustee Crimmins, that the CIA Trustees' Agenda Item be APPROVED. The motion carried by the following vote:

Yes: 6 - Trustee Clark, Trustee Crimmins, Trustee Norman, Trustee Rickett, Trustee Surprise and Trustee Witonis

No: 0

Absent: 1 - Trustee Woods

[BT 25-019](#) Report on Arena Feasibility Study

County Manager Gailey explained that a barrier to the Maine Mariners contract was the request for a new arena by Maine Mariners owner Dexter Paine. County Manager Gailey noted that other states have funding mechanisms while Maine does not. This is an idea that is being explored. Commissioner Tyler, County Manager Gailey and Trustee Woods have discussed the creation of a task force and are reviewing previous Arena feasibility studies. He pointed out that the Mariners would like 10,000 - 12,000 seats compared to the Arena's current 6,000 seats and 63% hockey attendance.

Commissioner Tyler stated that he was relieved that the Maine Mariner's owner would realize that a new arena will not happen indefinitely. Given the population growth in many of the communities there is a demand for a type of convention center. He noted that the timeline for the project would be at least 10 years. Trustee Witonis asked how much is remaining on the bond? She added that she had reservations about how her rural district will feel about the construction of a new arena. She observed that Dexter may not have a good exposure to how people in rural communities feel about it. County Manager Gailey stated that he would like to do an analysis on the pros and cons of a new arena as well as the barriers. Trustee Rickett suggested that a SWOT analysis, strengths, weaknesses, opportunities, and threats be implemented to gauge customers interest in a new arena. Trustee Surprise echoed Trustee Rickett's comments. Commissioner Tyler explained that there is not a lot of land in Portland for a potential new arena. The members discussed the demand for a larger convention space and corresponding hotels and parking structures available to support large amounts of visitors. The ad hoc committee will continue to review older feasibility studies and report back to the board.

This CIA Trustees' Agenda Item was DISCUSSED.

MEMBER UPDATES

NEXT MEETING:

ADJOURNMENT

At 10:45 a.m.ba motion was made by Jon Crimmins, seconded by Frank Clark, to ADJOURN the meeting . The motion carried by a unanimous vote.

Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 26-002

Agenda Date: 4/29/2026

Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 26-003

Agenda Date: 4/29/2026



One Civic Center Square, Portland, ME 04101

NOVEMBER 2025

Fiscal Year ending June 30, 2026

Submitted By
Mark Eddy

OVG VENUE MANAGEMENT

R.Chmura
J. Dixon
D. Higgins
K. Hiltgen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager

Table of Contents

1. Cross Insurance Arena - USD - FY YE Jun	1
1.1 IS - Summary	1
1.2 Balance Sheet.....	2
1.3 Rolling Forecast.....	3
1.4 Gross Profit - Summary.....	4
1.5 IS - Details.....	5
1.5 OpEx - Total Department	9
1.6 OpEx - D: Third Party Partnerships.....	11
1.7 OpEx - D: Event Services	12
1.8 OpEx - D: Food & Beverage	13
1.9 OpEx - D: Overhead & Other Support Services.....	14
1.10 OpEx - D: Partnerships	15
1.11 OpEx - D: Sales	16
1.12 OpEx - D: Ticketing & Box Office	17
1.13 OpEx - D: Operations.....	18
1.14 OpEx - D: Executive Management.....	19
1.15 OpEx - D: Finance & Accounting	20
1.16 OpEx - D: Marketing & Communications	21
1.17 A/R and A/P Aging	22



**Cross Insurance Arena
Consolidated Income Statement**
For the Period Ended: November FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistica						
90001: Number of Event Days	-	4	-4	7	7	0
90002: Number of Events	14	14	0	20	21	-1
90003: Paid Attendance - General Seating	40,331	49,000	-8,669	63,638	66,200	-2,562
90009: Attendance	34,405	44,250	-9,845	55,154	59,150	-3,996
90015: Dropcount - General Seating	-	44,250	-44,250	-	59,150	-59,150
90022: Ticket Sales - Manifested	-	1,897,067	-1,897,067	-	2,544,001	-2,544,001
Event Revenue						
SL: Rent Ticket Receipts	1,226,963	43,900	1,183,063	2,188,904	91,825	2,097,079
SL: Event Reimbursement	400,140	310,045	90,095	583,956	388,939	195,017
Direct Event Revenue	1,627,103	353,945	1,273,158	2,772,860	480,764	2,292,096
SL: Ticketing Fees	163,974	203,952	(39,978)	229,521	244,441	(14,920)
SL: Premium Seating	1,046	-	1,046	1,046	-	1,046
SL: Unmanifested Seats	-	750	(750)	-	750	(750)
SL: Sponsorships	589	-	589	589	-	589
SL: Total Merchandise	5,700	3,778	1,922	5,700	5,297	404
SL: Total Catering	-	-	-	301	-	301
SL: Total Concessions	448,614	414,435	34,179	772,665	589,898	182,767
SL: Other Event	-	1,400	(1,400)	-	1,400	(1,400)
Total Event Revenue	2,247,028	978,280	1,268,748	3,782,882	1,322,550	2,460,333
Event Costs						
SL: Direct Revenue & Costs	433,178	336,830	(96,349)	715,020	437,043	(277,977)
SL: Total Catering	-	43,796	43,796	-	76,643	76,643
SL: Total Concessions	214,609	155,023	(59,586)	391,741	212,896	(178,845)
Total Event Costs	647,788	535,649	(112,139)	1,106,762	726,582	(380,180)
Event Gross Profit before Revenue Sharing	1,599,238	442,611	1,156,628	2,675,921	595,968	2,079,953
Total Promoter & Team Revenue Sharing / Revenue	1,309,844	99,018	(1,210,826)	2,118,171	165,413	(1,952,758)
Event Gross Profit	289,394	394,345	(104,952)	557,750	502,955	54,795
Contracted Revenue						
SL: Premium Seating	11,050	19,643	(8,593)	47,195	98,217	(51,022)
SL: Sponsorships	42,757	63,750	(20,993)	243,187	318,750	(75,563)
Total Contracted Revenue	53,808	83,393	(29,586)	290,382	416,967	(126,585)
Contracted Revenue Expenses						
SL: Premium Seating	-	15,390	15,390	-	76,952	76,952
Total Contracted Revenue Expenses	-	15,390	15,390	-	76,952	76,952
Contracted Gross Profit before Revenue Sharing	53,808	68,003	(14,195)	290,382	340,015	(49,633)
Contracted Revenue Gross Profit	53,808	68,003	(14,195)	290,382	340,015	(49,633)
Direct Other Revenue						
SL: Rent Ticket Receipts	4,730	-	4,730	4,730	-	4,730
Direct Other Revenue	4,730	-	4,730	4,730	-	4,730
SL: Ticketing Fees	-	-	-	40	-	40
SL: Other Event	7,007	10,667	(3,660)	9,704	33,333	(23,629)
Total Other Revenue	11,737	10,667	1,071	14,475	33,333	(18,859)
Other Gross Profit before Revenue Sharing	11,737	10,667	1,071	14,475	33,333	(18,859)
Other Revenue Gross Profit	11,737	10,667	1,071	14,475	33,333	(18,859)
Total Gross Profit	354,938	473,015	(118,078)	882,607	876,303	(13,696)
Indirect Expenses	254,696	272,414	17,718	1,175,888	1,285,609	109,722
Net Operating Income / (Loss)	100,243	200,601	(100,359)	(313,081)	(409,307)	96,225
Other Income & Expenses	-	-	-	-	-	-
Total Net Income	100,243	200,601	(100,359)	(313,081)	(409,307)	96,225



Cross Insurance Arena
Balance Sheet
For the Period Ended: November FY26
USD

Nov-FY26

Assets

Current Assets

Cash and Cash Equivalents	2,614,508
Accounts Receivable	521,760
Inventory	71,014
Prepaid and Other Current Assets	59,046

Total Current Assets 3,266,327

Fixed Assets

Fixed Assets minus CIP 4,387

Total Fixed Assets 4,387

Total Assets 3,270,714

Liabilities & Members' Capital

Current Liabilities

Total Accounts Payable	327,378
Accrued Expenses	767,813
Total Deferred Revenue	498,124
Total Other Current Liabilities	1,457,603

Total Current Liabilities 3,050,919

Non-Current Liabilities

Members' Capital

Equity	1,406,867
Retained Earnings	(1,187,071)

Total Equity 219,796

Total Liabilities and Equity 3,270,714

Cross Insurance Arena

Rolling Forecast 12.23.25

Venue

FY26

Fiscal Year

MTD

Year-End

	Actual	Forecast												Total Forecast	Budget	Better / (Worse)
		Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual			
July	August	September	October	November	December	January	February	March	April	May	June					
Event Profit	144	84,664	119,207	64,341	289,394	230,619	191,951	307,087	183,752	160,532	162,091	365,375	2,159,158	2,104,362	54,796	
Contracted Revenue	51,191	55,328	58,325	71,731	53,808	68,003	68,003	68,003	68,003	68,003	68,003	68,003	766,403	816,036	(49,633)	
Other Revenue	805	1	1,059	873	11,737	13,667	10,667	6,667	6,667	5,667	5,667	5,667	69,141	86,000	(16,859)	
Gross Profit	52,140	139,992	178,591	136,945	354,938	312,289	270,621	381,757	258,422	234,202	235,761	439,045	2,994,702	3,008,399	(13,696)	
Overhead Expenses	185,525	226,000	239,725	269,743	254,696	298,889	305,564	286,504	298,436	280,390	251,415	305,850	3,202,737	3,312,658	109,922	
Net Income	(133,385)	(86,007)	(61,134)	(132,798)	100,243	13,400	(34,944)	95,253	(40,014)	(46,189)	(15,654)	133,195	(208,035)	(304,260)	96,225	



**Cross Insurance Arena
Consolidated Gross Profit
Statement**

For the Period Ended: November FY26

USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	4	-4	7	7	0
90002: Number of Events	14	14	0	20	21	-1
90003: Paid Attendance - General Seating	40,331	49,000	-8,669	63,638	66,200	-2,562
90009: Attendance	34,405	44,250	-9,845	55,154	59,150	-3,996
90015: Dropcount - General Seating	-	44,250	-44,250	-	59,150	-59,150
90022: Ticket Sales - Manifested	-	1,897,067	-1,897,067	-	2,544,001	-2,544,001
Event Gross Profit						
SL: Rent Ticket Receipts	1,226,963	43,900	1,183,063	2,188,904	91,825	2,097,079
SL: Event Reimbursement	(33,039)	(26,785)	(6,254)	(131,065)	(48,104)	(82,961)
Direct Event Gross Profit	1,193,924	17,115	1,176,809	2,057,840	43,721	2,014,118
SL: Ticketing Fees	163,974	203,952	(39,978)	229,521	244,441	(14,920)
SL: Premium Seating	1,046	-	1,046	1,046	-	1,046
SL: Unmanifested Seats	-	750	(750)	-	750	(750)
SL: Sponsorships	589	-	589	589	-	589
SL: Total Merchandise	5,700	3,778	1,922	5,700	5,297	404
SL: Total Catering	-	(43,796)	43,796	301	(76,643)	76,944
SL: Total Concessions	234,005	259,412	(25,407)	380,924	377,002	3,922
SL: Miscellaneous Event	-	1,400	(1,400)	-	1,400	(1,400)
Total Event Gross Profit	289,394	394,345	(104,952)	557,750	502,955	54,795
Contracted Gross Profit						
SL: Premium Seating	11,050	4,253	6,797	47,195	21,265	25,930
SL: Sponsorships	42,757	63,750	(20,993)	243,187	318,750	(75,563)
Total Contracted Gross Profit	53,808	68,003	(14,195)	290,382	340,015	(49,633)
Contracted Gross Profit before Revenue Sharing	53,808	68,003	(14,195)	290,382	340,015	(49,633)
Contracted Revenue Gross Profit	53,808	68,003	(14,195)	290,382	340,015	(49,633)
Other Gross Profit						
SL: Rent Ticket Receipts	4,730	-	4,730	4,730	-	4,730
Direct Other Gross Profit	4,730	-	4,730	4,730	-	4,730
SL: Ticketing Fees	-	-	-	40	-	40
SL: Ice Rink	-	5,000	(5,000)	-	5,000	(5,000)
SL: Miscellaneous Other	7,007	5,667	1,341	9,704	28,333	(18,629)
Total Other Gross Profit	11,737	10,667	1,071	14,475	33,333	(18,859)
Other Gross Profit before Revenue Sharing	11,737	10,667	1,071	14,475	33,333	(18,859)
Other Revenue Gross Profit	11,737	10,667	1,071	14,475	33,333	(18,859)
Total Gross Profit	354,938	473,015	(118,076)	862,607	876,303	(13,696)
Indirect Expenses	254,696	272,414	17,718	1,175,688	1,285,609	109,922
Net Operating Income / (Loss)	100,243	200,601	(100,359)	(313,081)	(409,307)	96,225
Other Income & Expense	-	-	-	-	-	-
Total Net Income	100,243	200,601	(100,359)	(313,081)	(409,307)	96,225



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: November FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	4	-4	7	7	0
90002: Number of Events	14	14	0	20	21	-1
90003: Paid Attendance - General Seating	40,331	49,000	-8,669	63,638	66,200	-2,562
90009: Attendance	34,405	44,250	-9,845	55,154	59,150	-3,996
90015: Dropcount - General Seating	-	44,250	-44,250	-	59,150	-59,150
90022: Ticket Sales - Manifested	-	1,897,067	-1,897,067	-	2,544,001	-2,544,001
Event Revenue						
SL: Tickets & Admissions Revenue - Event Revenue: Manifested Ticket Receipts	1,129,341	-	1,129,341	2,019,133	-	2,019,133
SL: Rentals - Event Revenue: Rental Income	97,622	-	97,622	140,772	-	140,772
SL: Rentals - Event Revenue: Venue Rentals	-	43,900	(43,900)	29,000	91,825	(62,825)
Total Rent / Ticket Receipts	1,226,963	43,900	1,183,063	2,188,904	91,825	2,097,079
SL: Service & Expense Reimbursement - Event Revenue: Stagehand	145,986	154,610	(8,624)	124,034	-	124,034
SL: Service & Expense Reimbursement - Event Revenue: Artist & Talent Fees	124,034	-	124,034	65,804	53,050	12,754
SL: Service & Expense Reimbursement - Event Revenue: Security	34,630	41,250	(6,620)	41,805	43,055	(1,250)
SL: Service & Expense Reimbursement - Event Revenue: Catering	27,356	25,060	2,296	18,987	7,770	11,217
SL: Service & Expense Reimbursement - Event Revenue: Cleaning & Cleaning Supplies	7,070	6,800	270	15,514	-	15,514
SL: Service & Expense Reimbursement - Event Revenue: Contracted Security	11,778	-	11,778	15,137	18,890	(3,753)
SL: Service & Expense Reimbursement - Event Revenue: Production	12,456	17,240	(4,784)	12,689	-	12,689
SL: Service & Expense Reimbursement - Event Revenue: Ushers	-	5,050	(5,050)	10,952	7,050	3,902
SL: Service & Expense Reimbursement - Event Revenue: Operations	-	7,100	(7,100)	10,102	10,250	(148)
SL: Service & Expense Reimbursement - Event Revenue: Police	3,750	8,075	(4,325)	8,786	8,515	271
SL: Service & Expense Reimbursement - Event Revenue: Ticket Sellers	7,910	2,000	5,910	7,450	2,120	5,330
SL: Service & Expense Reimbursement - Event Revenue: EMT	2,296	8,450	(6,154)	7,419	15,950	(8,531)
SL: Service & Expense Reimbursement - Event Revenue: Advertising & Marketing	7,419	-	7,419	6,115	-	6,115
SL: Service & Expense Reimbursement - Event Revenue: Event Changeover	6,115	-	6,115	4,992	11,700	(6,708)
SL: Service & Expense Reimbursement - Event Revenue: Equipment Rental	2,501	9,550	(7,049)	4,312	6,815	(2,503)
SL: Service & Expense Reimbursement - Event Revenue: Credit Card Merchant Fees	3,319	5,385	(2,066)	2,960	-	2,960
SL: Service & Expense Reimbursement - Event Revenue: Group Sales Commission	2,960	-	2,960	528	-	528
SL: Service & Expense Reimbursement - Event Revenue: Flowers	-	-	-	300	-	300
SL: Service & Expense Reimbursement - Event Revenue: Information Technology	300	-	300	260	-	260
SL: Service & Expense Reimbursement - Event Revenue: Trash Removal	260	-	260	24	-	24
SL: Service & Expense Reimbursement - Event Revenue: Insurance	-	800	(800)	-	800	(800)
SL: Service & Expense Reimbursement - Event Revenue: Other Expense	-	6,650	(6,650)	-	6,850	(6,850)
SL: Service & Expense Reimbursement - Event Revenue: Fees & Commissions	-	11,600	(11,600)	-	11,600	(11,600)
SL: Service & Expense Reimbursement - Event Revenue: Guest Services	-	425	(425)	-	519	(519)
SL: Service & Expense Reimbursement - Event Revenue: Telecommunications	400,140	310,045	90,095	583,956	388,839	195,017
Total Event Reimbursement	1,627,103	353,945	1,273,158	2,772,860	480,784	2,292,076
Direct Event Revenue						
SL: Ticketing Fees - Event Revenue: VIP Lift	7,459	-	7,459	7,459	-	7,459
SL: Ticketing Fees - Event Revenue: Facility Fee	116,235	144,100	(27,865)	163,450	180,725	(17,275)
SL: Ticketing Fees - Event Revenue: Ticketing Fees	40,279	59,852	(19,573)	58,611	63,716	(5,105)
Total Ticketing Revenue	163,973	203,952	(39,979)	229,520	244,441	(14,921)
SL: Premium Seating - Event Revenue: Suites	1,046	-	1,046	1,046	-	1,046
Total Premium Seating	1,046	-	1,046	1,046	-	1,046
SL: Unmanifested Seats - Event Revenue: Individual Suite Rentals	-	750	(750)	-	750	(750)
Total Unmanifested Seats	589	-	589	589	-	589
SL: Partnerships - Event Revenue: Suites	589	-	589	589	-	589
Total Event Sponsorships	5,700	-	5,700	5,700	-	5,700
SL: Merchandise - Event Revenue: Merchandise	-	3,778	(3,778)	-	5,297	(5,297)
SL: Retail Merchandise - Event Revenue: Other Revenue	5,700	3,778	1,922	5,700	5,297	403
Total Merchandise	5,700	3,778	1,922	5,700	5,297	403
SL: Catering - Event Revenue: NA Beverage	-	-	-	96	-	96
SL: Catering - Event Revenue: Beer	-	-	-	75	-	75
SL: Catering - Event Revenue: Wine	-	-	-	70	-	70



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: November FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
SL: Catering - Event Revenue: Liquor	-	-	-	60	-	60
Total Catering	-	-	-	301	-	301
SL: Concessions - Event Revenue: Food	170,877	124,793	46,084	272,823	173,591	99,232
SL: Concessions - Event Revenue: Beer	94,185	-	94,185	172,946	-	172,946
SL: Concessions - Event Revenue: NA Beverage	96,941	69,907	27,034	164,932	97,096	67,836
SL: Concessions - Event Revenue: Liquor	47,925	78,168	(30,243)	88,505	109,111	(20,606)
SL: Concessions - Event Revenue: Service Charge	37,048	-	37,048	66,748	-	66,748
SL: Concessions - Event Revenue: Wine	1,639	2,965	(1,326)	4,144	5,103	(959)
SL: Concessions - Event Revenue: Catering	-	-	-	2,567	-	2,567
SL: Concessions - Event Revenue: Canned Beer	-	138,602	(138,602)	-	204,997	(204,997)
Total Concession	448,614	414,435	34,179	772,665	589,898	182,767
SL: Miscellaneous Event - Event Revenue: Sponsorship	-	1,400	(1,400)	-	1,400	(1,400)
Total Other Event Revenue	-	1,400	(1,400)	-	1,400	(1,400)
Total Event Revenue	2,247,026	978,260	1,268,766	3,782,682	1,322,550	2,460,133
Event Costs						
SL: Event Expenses - Event COS: Stagehand	119,028	130,410	11,382	191,522	156,955	(34,567)
SL: Event Expenses - Event COS: Artist & Talent Fees	124,034	-	(124,034)	124,034	-	(124,034)
SL: Event Expenses - Event COS: Security	51,185	66,410	15,225	84,522	90,405	5,883
SL: Event Expenses - Event COS: Production	2,521	22,690	20,170	71,926	24,250	(47,676)
SL: Event Expenses - Event COS: Catering	32,771	22,185	(10,586)	47,415	37,105	(10,310)
SL: Event Expenses - Event COS: Contracted Security	17,609	-	(17,609)	44,063	-	(44,063)
SL: Event Expenses - Event COS: Cleaning & Cleaning Supplies	19,346	31,950	12,604	29,046	42,750	13,704
SL: Event Expenses - Event COS: Advertising & Marketing	9,330	8,450	(880)	23,433	15,950	(7,483)
SL: Event Expenses - Event COS: Housekeeping/Cleaning	8,708	-	(8,708)	18,245	-	(18,245)
SL: Event Expenses - Event COS: Police	10,332	10,575	243	17,249	15,400	(1,849)
SL: Event Expenses - Event COS: EMT	7,212	8,175	963	14,820	10,780	(4,040)
SL: Event Expenses - Event COS: Operations	7,033	10,575	3,542	13,523	13,600	77
SL: Event Expenses - Event COS: Audio Visual	7,290	-	(7,290)	7,290	-	(7,290)
SL: Event Expenses - Event COS: Ticket Sellers	3,904	4,395	491	5,337	6,085	748
SL: Event Expenses - Event COS: Credit Card Merchant Fees	2,937	4,010	1,073	4,122	4,870	748
SL: Event Expenses - Event COS: Ushers	-	-	-	3,785	-	(3,785)
SL: Event Expenses - Event COS: Parking Operations	2,500	-	(2,500)	2,500	-	(2,500)
SL: Event Expenses - Event COS: Equipment Rental	2,291	4,325	2,034	2,291	5,150	2,859
SL: Event Expenses - Event COS: Event Changeover	1,953	780	(1,173)	1,953	1,783	(170)
SL: Event Expenses - Event COS: Information Technology	-	-	-	1,688	-	(1,688)
SL: Event Expenses - Event COS: Group Sales Commission	1,605	-	(1,605)	1,605	-	(1,605)
SL: Event Expenses - Event COS: Furniture	-	-	-	1,246	-	(1,246)
SL: Event Expenses - Event COS: Artist Gift	-	-	-	1,000	-	(1,000)
SL: Event Expenses - Event COS: Propane	966	-	(966)	966	-	(966)
SL: Event Expenses - Event COS: Runners	625	-	(625)	625	-	(625)
SL: Event Expenses - Event COS: Internet & WIFI	-	-	-	375	-	(375)
SL: Event Expenses - Event COS: Licenses, Fees & Permits	-	-	-	300	-	(300)
SL: Event Expenses - Event COS: Photography	-	-	-	100	-	(100)
SL: Event Expenses - Event COS: Entertainment	-	-	-	40	-	(40)
SL: Event Expenses - Event COS: Fees & Commissions	-	2,450	2,450	-	2,510	2,510
SL: Event Expenses - Event COS: Guest Services	-	9,450	9,450	-	9,450	9,450
Total Event Operating Expenses	433,179	336,830	(96,349)	715,020	437,043	(277,977)
SL: Premium Catering - Event COS: Liquor	-	4,904	4,904	-	8,582	8,582
SL: Premium Catering - Event COS: NA Beverage	-	5,824	5,824	-	10,192	10,192
SL: Premium Catering - Event COS: Wine	-	176	176	-	308	308
SL: Premium Catering - Event COS: Food	-	21,460	21,460	-	37,555	37,555
SL: Premium Catering - Event COS: Canned Beer	-	11,432	11,432	-	20,006	20,006
Total Catering	-	43,796	43,796	-	76,643	76,643
SL: Concessions - Event COS: FoH Labor	89,174	97,600	8,426	149,926	139,950	(9,976)
SL: Concessions - Event COS: Food	48,934	24,223	(24,711)	102,819	29,468	(73,351)



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: November FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
SL: Concessions - Event COS: Sales Tax	29,919	-	(29,919)	50,705	-	(50,705)
SL: Concessions - Event COS: NA Beverage	20,265	13,032	(7,233)	30,543	16,527	(14,016)
SL: Concessions - Event COS: Beer	18,321	-	(18,321)	25,798	-	(25,798)
SL: Concessions - Event COS: Liquor	7,957	7,810	(147)	18,590	10,793	(7,797)
SL: Concessions - Event COS: Canned Beer	-	11,589	11,589	11,812	14,733	2,921
SL: Concessions - Event COS: Wine	39	769	730	1,548	1,425	(123)
Total Concession	214,609	155,023	(59,586)	391,741	212,696	(178,845)
Total Event Costs	647,788	535,649	(112,139)	1,106,762	726,562	(380,180)
Event Gross Profit before Revenue Sharing	1,599,238	442,611	1,156,626	2,675,921	595,968	2,079,953
Promoter & Team Revenue Sharing / Revenue						
SL: Promoter Revenue Share - Event COS: Concessions	-	46,624	46,624	-	57,051	57,051
SL: Team/Tenant Revenue Share - Event COS: Concessions	-	32,920	32,920	-	57,610	57,610
SL: Promoter Revenue Share - Event COS: VIP Revenue	2,160	-	(2,160)	2,160	-	(2,160)
SL: Promoter Revenue Share - Event COS: Merchandise	6,611	-	(6,611)	6,611	-	(6,611)
SL: Promoter Revenue Share - Event COS: Ticketing Fees	18,090	31,367	13,277	18,090	31,367	13,277
SL: Promoter Revenue Share - Event COS: Facility Fee	43,779	(19,715)	(63,494)	43,779	(19,715)	(63,494)
SL: Promoter Revenue Share - Event COS: Food & Beverage	52,671	-	(52,671)	75,010	-	(75,010)
SL: Promoter Revenue Share - Event COS: Promoter Profit/Loss	1,186,533	-	(1,186,533)	1,972,522	-	(1,972,522)
SL: Team/Tenant Revenue Share - Contra-Event Revenue: Third Party Services	-	7,820	7,820	-	39,100	39,100
Total Promoter & Team Revenue Sharing / Revenue	1,309,844	89,016	(1,210,828)	2,118,171	165,413	(1,952,758)
Event Gross Profit	289,394	394,345	(104,952)	557,750	502,955	54,795
Contracted Revenue						
SL: Premium Seating - Contracted Revenue: All Event Club Seats	-	1,727	(1,727)	-	8,633	(8,633)
SL: Premium Seating - Contracted Revenue: Club Seats	325	-	325	4,061	-	4,061
SL: Premium Seating - Contracted Revenue: Suites	10,726	17,917	(7,191)	43,134	89,583	(46,449)
Total Premium Seating	11,050	19,643	(8,593)	47,195	98,217	(51,022)
SL: Partnerships - Contracted Revenue: All Event Club Seats	-	-	-	1,376	-	1,376
SL: Partnerships - Contracted Revenue: Suites	-	-	-	10,497	-	10,497
SL: Partnerships - Contracted Revenue: Arena Sponsor	-	45,833	(45,833)	23,641	229,187	(205,526)
SL: Partnerships - Contracted Revenue: Naming Rights	15,677	17,917	(2,240)	79,890	89,583	(9,693)
SL: Partnerships - Contracted Revenue: Presenting Sponsor	27,080	-	27,080	127,783	-	127,783
Total Sponsorships	42,757	63,750	(20,993)	243,187	318,750	(75,563)
Total Contracted Revenue	53,808	83,393	(29,585)	290,382	416,967	(126,585)
Contracted Revenue Expenses						
SL: Premium Seating - Contracted Revenue COS: Commissions	-	15,390	15,390	-	76,952	76,952
Total Premium Seating Expenses	-	15,390	15,390	-	76,952	76,952
Total Contracted Revenue Costs	-	15,390	15,390	-	76,952	76,952
Contracted Gross Profit before Revenue Sharing	53,808	68,003	(14,195)	290,382	340,015	(49,633)
Promoter & Team Revenue Sharing / Revenue						
Contracted Revenue Gross Profit	53,808	68,003	(14,195)	290,382	340,015	(49,633)
Other Revenue						
Total Service Line - Other Revenue: Additional Fee/TM Bump	-	-	-	40	-	40
Total Service Line - Other Revenue: Venue Rentals	4,730	-	4,730	4,730	-	4,730
Total Service Line - Other Revenue: Other Revenue	-	10,667	(10,667)	-	33,333	(33,333)
Total Service Line - Other Revenue: Miscellaneous Income	7,007	-	7,007	9,704	-	9,704
Total Other Revenue	11,737	10,667	1,071	14,475	33,333	(18,858)



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: November FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Other Revenue Gross Profit	11,737	10,667	1,071	14,475	33,333	(18,858)
Total Gross Profit	354,938	473,015	(118,076)	852,607	876,303	(13,696)
Indirect Expenses						
60101: Salaries & Wages	67,156	160,924	93,768	442,595	750,118	307,523
60650: Contra-Payroll	-	(60,617)	(60,617)	-	(302,583)	(302,583)
60150: Other Payroll Costs	3,680	-	(3,680)	17,831	-	(17,831)
60200: Bonuses & Commissions	-	2,151	2,151	-	10,755	10,755
60300: Payroll Taxes	26,812	13,645	(13,167)	71,550	69,224	(3,326)
60350: Employee Benefits	42,114	25,540	(16,574)	100,948	127,389	26,441
60400: Pension & 401K	5,808	4,905	(903)	16,805	24,526	7,721
61000: Employee T&E	223	3,592	3,369	3,556	18,810	15,254
62000: Consultants and Professional Services	-	5,838	5,838	-	29,188	29,188
63000: Insurance	13,897	13,500	(397)	65,923	67,502	1,578
64000: Supplies	(9,827)	6,892	16,719	31,390	36,062	4,672
Repairs & Maintenance	7,633	14,188	6,554	43,034	73,938	30,903
Utilities	58,914	50,950	(7,964)	221,393	234,750	13,356
67000: Office Expenses	1,412	1,100	(312)	3,747	6,250	2,503
69000: Contracted Services	25,499	20,082	(5,417)	113,609	100,108	(13,501)
70000: Advertising & Marketing	100	1,167	1,067	2,637	6,033	3,396
72000: Other G&A	11,277	8,558	(2,718)	40,669	34,542	(6,127)
Total Indirect Expenses	254,696	272,414	17,718	1,175,688	1,285,609	109,922
Net Operating Income / Loss	100,243	200,601	(100,358)	(313,081)	(409,307)	96,225
Total Net Income	100,243	200,601	(100,358)	(313,081)	(409,307)	96,225



**Cross Insurance Arena
Operating Expenses by Department
Total Department**
For The Period Ended: November FY26
USD

	Period to Date			Year to Date					% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	
Salaries & Wages: Salaried Full-Time	78,879	88,876	9,797	426,344	443,381	17,036	426,344	1,064,113	40%
Salaries & Wages: Salaried Part-Time	229,656	35,248	(1,95,408)	404,389	176,238	(228,151)	404,389	422,970	96%
Salaries & Wages: Hourly Part-Time	-	17,000	17,000	-	78,500	78,500	-	183,000	-
Salaries & Wages: Temporary Labor	-	20,000	20,000	504	52,000	51,496	504	240,000	0%
Salaries & Wages: Event Wages	(732,380)	-	232,380	(388,643)	-	388,643	(388,643)	-	-
Other Payroll Costs: Payroll Service Fees	-	-	-	4,758	-	(4,758)	4,758	-	-
Other Payroll Costs: Payroll Processing Fees	3,660	-	(3,660)	13,072	-	(13,072)	13,072	-	-
Bonuses & Commissions: Accrued Bonus	-	2,151	2,151	-	10,755	10,755	-	25,812	-
Payroll Taxes: Payroll Taxes (Full-Time)	6,378	8,363	(1,985)	34,186	28,812	(5,374)	34,186	71,348	48%
Payroll Taxes: Salaried Part-Time	-	-	-	82	-	(82)	82	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	20,438	6,111	(14,325)	37,301	30,554	(6,747)	37,301	73,323	51%
Payroll Taxes: Workers Comp	-	2,171	2,171	-	10,857	10,857	-	28,057	-
Employee Benefits: General Employee Benefits	42,114	25,540	(16,574)	100,948	127,389	26,441	100,948	315,792	32%
Pension & 401K: General Employee Benefits	-	-	-	(1,569)	-	1,569	(1,569)	-	-
Pension & 401K: Pension & 401K	5,808	4,905	(903)	18,374	24,526	6,152	18,374	58,862	31%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	47,543	-
Contra-Payroll: Payroll Recovery PT	-	(60,617)	(60,617)	-	(302,583)	(302,583)	-	(727,000)	-
Total Labor Costs	145,848	148,848	800	648,728	678,428	28,700	648,728	1,611,817	38%
Consultants and Professional Services: Payroll Service Fees	-	5,838	5,838	-	29,188	29,188	-	70,050	-
Consultants and Professional Services: Legal Services	-	-	-	-	-	-	-	500	-
62000: Consultants and Professional Services	-	5,838	5,838	-	29,188	29,188	-	70,550	-
Employee T&E: Decorations	-	-	-	165	-	(165)	165	-	-
Employee T&E: Entertainment	223	-	(223)	502	-	(502)	502	-	-
Employee T&E: Meals and Entertainment	-	417	417	-	2,085	2,085	-	5,000	-
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	1,200	-
Employee T&E: Vehicle Parking Expense	-	2,883	2,883	-	14,417	14,417	-	34,600	-
Employee T&E: Training, Conferences, Meetings	-	-	-	2,889	850	(2,039)	2,889	18,050	18%
Employee T&E: Gifts	-	-	-	-	-	-	-	250	-
Employee T&E: Customer Relations	-	292	292	-	1,458	1,458	-	4,150	-
61000: Employee T&E	223	3,592	3,369	3,556	18,216	14,660	3,556	81,250	6%
Insurance: Workers Comp	-	-	-	15,854	-	(15,854)	15,854	-	-
Insurance: Insurance and Bonding	13,897	13,500	(397)	50,289	67,502	17,213	50,289	162,004	31%
63000: Insurance	13,897	13,500	(397)	66,143	67,502	1,359	66,143	182,004	43%
Supplies: Cleaning & Clearing Supplies	-	-	-	5,228	-	(5,228)	5,228	-	-
Supplies: CO2/Gas	63	-	(63)	126	-	(126)	126	-	-
Supplies: Propane	-	-	-	72	-	(72)	72	-	-
Supplies: Uniforms	-	250	250	-	1,800	1,800	-	1,750	-
Supplies: Paper Products	-	-	-	8,763	1,900	(7,263)	8,763	5,000	175%
Supplies: Cleaning Supplies	-	-	-	1,200	-	(1,200)	1,200	-	-
Supplies: Smallwares	(14,673)	187	14,860	(8,787)	833	9,620	(8,787)	2,000	(438%)
Supplies: Office Supplies	161	100	(61)	956	350	(606)	956	1,000	96%
Supplies: General Supplies	-	2,333	2,333	-	11,667	11,667	-	28,000	-
Supplies: Building Supplies	1,252	-	(1,252)	12,258	-	(12,258)	12,258	-	-
Supplies: Hockey Supplies	-	-	-	1,692	-	(1,692)	1,692	-	-
Supplies: Radios	-	-	-	340	-	(340)	340	-	-
Supplies: Security Supplies	-	709	709	-	3,545	3,545	-	8,508	-
Supplies: Ice Supplies	30	-	(30)	80	-	(80)	80	-	-
Supplies: Electrical Supplies	46	-	(46)	355	-	(355)	355	-	-
Supplies: Janitorial Supplies	3,353	3,333	(20)	7,740	18,667	8,926	7,740	40,000	19%
Supplies: Promotional Supplies	-	-	-	1,365	-	(1,365)	1,365	-	-
64000: Supplies	(9,827)	6,892	18,718	31,380	38,083	6,703	31,380	86,258	38%
General R&M: Kitchen Equipment	-	2,083	2,083	-	10,417	10,417	-	25,000	-
General R&M: Repairs & Maintenance	2,025	-	(2,025)	3,034	-	(3,034)	3,034	-	-
General R&M: Equipment Rental	-	-	-	-	3,000	3,000	-	5,000	-
General R&M: Equipment Maintenance	4,274	3,750	(524)	15,893	18,750	2,857	15,893	45,000	35%
General R&M: General Repairs & Maintenance	-	3,813	3,813	19,061	19,063	(2)	19,061	45,750	42%
General R&M: Hockey Equipment	-	3,667	3,667	-	18,333	18,333	-	44,000	-
General R&M: Plumbing repairs	-	-	-	1,014	-	(1,014)	1,014	-	-
General R&M: Elevator/Escalator Repair	1,334	-	(1,334)	2,668	-	(2,668)	2,668	-	-
General R&M: R&M Equipment Fund	-	-	-	1,334	-	(1,334)	1,334	-	-
General R&M: Leased Equipment & Vehicles	-	875	875	-	4,375	4,375	-	10,500	-
65000: General R&M	7,633	34,188	6,664	43,034	73,898	30,864	43,034	178,250	28%
Repairs & Maintenance	7,633	34,188	6,664	43,034	73,898	30,864	43,034	178,250	28%
General Utilities: Propane	79	-	(79)	79	-	(79)	79	-	-
General Utilities: Cell Phone & Data	102	106	6	510	542	32	510	1,300	39%
General Utilities: General Utilities	-	-	-	577	-	(577)	577	-	-
General Utilities: Telephone	4,389	-	(4,389)	10,051	-	(10,051)	10,051	-	-
General Utilities: Internet & WiFi	416	4,008	3,592	8,853	20,041	10,188	8,853	48,100	20%
General Utilities: Electricity	41,264	29,167	(12,118)	164,634	145,833	(18,801)	164,634	350,000	47%
General Utilities: Water	3,057	583	(2,473)	6,733	2,917	(3,817)	6,733	7,000	96%
General Utilities: Sewer	-	2,083	2,083	78	10,417	10,338	78	25,000	0%
General Utilities: Natural Gas	9,587	15,000	5,413	26,545	55,000	28,455	26,545	150,000	18%
General Utilities: Water Services	-	-	-	2,332	-	(2,332)	2,332	-	-
66000: General Utilities	58,914	60,860	(7,946)	223,289	234,780	11,491	223,289	681,400	38%
Utilities	58,914	60,860	(7,946)	223,289	234,780	11,491	223,289	681,400	38%
Office Expenses: Postage & Freight	-	-	-	140	-	(140)	140	-	-
Office Expenses: Postage	371	187	(204)	1,041	1,334	293	1,041	2,500	42%
Office Expenses: Printing	-	42	42	-	458	458	-	750	-
Office Expenses: Office Supplies	858	625	(233)	2,278	3,125	847	2,278	7,500	30%
Office Expenses: Telephone	-	267	267	-	1,333	1,333	-	3,250	-
Office Expenses: Water	183	-	(183)	236	-	(236)	236	-	-
Office Expenses: Office Refreshments	-	-	-	53	-	(53)	53	-	-



**Cross Insurance Arena
Operating Expenses by Department
Total Department**
For The Period Ended: November FY26
USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
6700: Office Expenses	1,412	1,190	(219)	9,747	6,286	2,803	3,747	14,000	27%
Contracted Services: Information Technology	2,915	-	(2,915)	9,889	-	(9,889)	9,889	-	-
Contracted Services: Banners, Signage, Graphics	-	521	521	-	2,604	2,604	-	8,250	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	952	-	(952)	952	-	-
Contracted Services: Laundry - Uniform	-	583	583	-	2,917	2,917	-	7,000	-
Contracted Services: Trash Removal	2,323	2,000	(323)	9,959	10,000	41	9,959	24,000	41%
Contracted Services: Contracted Security	-	563	563	30	2,813	2,783	30	8,750	0%
Contracted Services: Equipment Rental	-	-	-	189	-	(189)	189	-	-
Contracted Services: Elevator/Escalator Repair	-	1,375	1,375	-	6,875	6,875	-	16,500	-
Contracted Services: Internet & WIFI	1,188	-	(1,188)	3,039	-	(3,039)	3,039	-	-
Contracted Services: Alarm & CCTV	30	-	(30)	245	-	(245)	245	-	-
Contracted Services: Armored Car	388	200	(188)	1,335	700	(635)	1,335	2,000	67%
Contracted Services: Pest Control	270	300	30	1,350	1,500	150	1,350	3,800	36%
Contracted Services: Background Checks	-	63	63	-	313	313	-	750	-
Contracted Services: Inspections	3,773	458	(3,315)	14,704	2,292	(12,412)	14,704	5,500	267%
Contracted Services: IT Services	-	2,500	2,500	7,181	12,500	5,339	7,181	30,000	24%
Contracted Services: Website Maintenance	650	-	(650)	650	-	(650)	650	-	-
Contracted Services: Snow Removal	-	-	-	-	-	-	-	250	-
Contracted Services: Window/Facade Cleaning	-	-	-	655	-	(655)	655	-	-
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	-	-	-	100	-	(100)	100	-	-
Contracted Services: Water Services	-	-	-	527	-	(527)	527	-	-
Contracted Services: Parking	3,056	-	(3,056)	6,146	-	(6,146)	6,146	-	-
Contracted Services: Software & Licenses	520	767	247	3,435	3,833	398	3,435	9,200	37%
Contracted Services: Management Fee (Base)	10,389	10,752	364	51,944	53,762	1,818	51,944	129,029	40%
Contracted Services: Website fees	-	-	-	1,300	-	(1,300)	1,300	-	-
6900: Contracted Services	28,488	20,082	(8,417)	113,608	190,108	(14,901)	113,609	246,829	47%
Advertising & Marketing: Advertising & Marketing	-	-	-	575	-	(575)	575	-	-
Advertising & Marketing: Photography	100	-	(100)	100	-	(100)	100	-	-
Advertising & Marketing: Advertising	-	517	517	663	2,783	2,121	663	6,400	10%
Advertising & Marketing: Website fees	-	650	650	1,300	3,250	1,950	1,300	7,800	17%
7900: Advertising & Marketing	100	1,167	1,067	2,637	6,033	3,396	2,637	14,200	18%
Other O&A: Information Technology	328	-	(328)	3,274	-	(3,274)	3,274	-	-
Other O&A: Bank and Merchant Processing Fees	-	-	-	90	-	(90)	90	-	-
Other O&A: Licenses, Fees & Permits	426	713	287	4,499	3,563	(936)	4,499	8,550	53%
Other O&A: Printing	-	125	125	90	825	535	90	1,500	6%
Other O&A: Customer Relations	-	-	-	-	200	200	-	650	-
Other O&A: Internet & WIFI	95	-	(95)	95	-	(95)	95	-	-
Other O&A: Parking	-	-	-	8,874	-	(8,874)	8,874	-	-
Other O&A: Software & Licenses	-	-	-	328	-	(328)	328	-	-
Other O&A: Dues and Subscriptions	704	721	17	3,445	3,854	409	3,445	8,900	39%
Other O&A: Credit Card Merchant Fees	6,478	7,000	(2,478)	19,542	26,300	6,758	19,542	75,500	26%
Other O&A: Cash Over/Short	247	-	(247)	433	-	(433)	433	-	-
7200: Other O&A	11,277	8,668	(2,718)	40,999	34,842	(6,157)	40,999	66,100	62%
Total Non Labor Costs	196,128	128,866	(67,262)	828,886	607,181	(221,705)	828,886	1,600,841	52%
Total Operating Expenses	264,686	272,414	(7,728)	1,178,688	1,288,609	(109,921)	1,178,688	3,512,668	34%



Cross Insurance Arena
Operating Expenses by Department
D: Third Party Partnerships
 For The Period Ended: November FY26
 USD

	Period to Date			Year to Date			% of Annual Budget Achieved		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Employee T&E: Customer Relations	-	292	292	-	1,458	1,458	-	1,500	-
61000: Employee T&E	-	292	292	-	1,458	1,458	-	1,500	-
Office Expenses: Printing	-	-	-	-	250	250	-	250	-
67000: Office Expenses	-	-	-	-	250	250	-	250	-
Contracted Services: Banners, Signs, Graphics	-	521	521	-	2,604	2,604	-	6,250	-
89000: Contracted Services	-	521	521	-	2,604	2,604	-	6,250	-
Total Non Labor Costs	-	813	813	-	4,313	4,313	-	10,000	-
Total Operating Expenses	-	813	813	-	4,313	4,313	-	10,000	-



**Cross Insurance Arena
Operating Expenses by Department
D: Event Services
For The Period Ended: November FY26
USD**

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	18,718	18,112	1,363	91,927	90,562	(1,365)	91,927	217,350	42%
Salaries & Wages: Salaried Part-Time	154,684	-	(154,684)	262,932	-	(262,932)	262,932	-	-
Salaries & Wages: Event Wages	(168,568)	-	168,568	(278,183)	-	278,183	(278,183)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	1,288	1,388	117	6,848	6,828	(18)	6,848	18,638	27%
Payroll Taxes: Payroll Taxes (Part-Time)	14,034	741	(13,293)	24,237	3,704	(20,533)	24,237	8,890	273%
Payroll Taxes: Workers Comp	-	516	516	-	2,579	2,579	-	8,189	-
Employee Benefits: General Employee Benefits	13,237	7,329	(5,912)	29,628	36,629	7,001	29,628	87,910	34%
Pension & 401K: General Employee Benefits	-	-	-	(472)	-	472	(472)	-	-
Pension & 401K: Pension & 401K	1,372	945	(428)	4,590	4,723	132	4,590	11,334	41%
Employee Incentives: Employee Incentives	-	(200)	(200)	-	(500)	(500)	-	9,315	-
Contra-Payroll: Payroll Recovery PT	-	-	-	-	-	-	-	(2,000)	-
Total Labor Costs	32,748	28,828	(3,920)	141,606	144,828	3,019	141,606	387,823	40%
Employee T&E: Training, Conferences, Meetings	-	-	-	1,644	-	(1,644)	1,644	3,150	52%
81000: Employee T&E	-	-	-	1,644	-	(1,644)	1,644	3,150	52%
Supplies: CO2/Gas	83	-	(83)	128	-	(128)	128	-	-
Supplies: Uniforms	-	250	250	-	750	750	-	1,000	-
Supplies: Office Supplies	-	-	-	105	-	(105)	105	-	-
Supplies: Building Supplies	316	-	(316)	1,680	-	(1,680)	1,680	-	-
Supplies: Radios	-	-	-	340	-	(340)	340	-	-
Supplies: Security Supplies	-	709	709	-	3,545	3,545	-	8,508	-
Supplies: Electrical Supplies	46	-	(46)	355	-	(355)	355	-	-
84000: Supplies	428	889	461	2,808	4,295	1,487	2,808	8,808	27%
General R&M: Repairs & Maintenance	2,025	-	(2,025)	2,025	-	(2,025)	2,025	-	-
85001: General R&M	2,025	-	(2,025)	2,025	-	(2,025)	2,025	-	-
Repairs & Maintenance	2,828	-	(2,828)	2,828	-	(2,828)	2,828	-	-
Contracted Services: Information Technology	625	-	(625)	2,500	-	(2,500)	2,500	-	-
Contracted Services: Contracted Security	-	563	563	30	2,813	2,783	30	6,750	0%
Contracted Services: Equipment Rental	-	-	-	189	-	(189)	189	-	-
Contracted Services: Alarm & CCTV	-	-	-	215	-	(215)	215	-	-
Contracted Services: IT Services	-	-	-	420	-	(420)	420	-	-
Contracted Services: Software & Licenses	-	767	767	625	3,833	3,208	625	9,200	7%
89000: Contracted Services	625	1,329	704	3,979	6,646	2,667	3,979	18,850	28%
Other O&A: Data and Subscriptions	246	-	(246)	846	-	(846)	846	-	-
72000: Other O&A	246	-	(246)	846	-	(846)	846	-	-
Total Non Labor Costs	3,322	2,289	(1,034)	13,191	10,841	(2,350)	13,191	28,608	38%
Total Operating Expenses	36,070	31,117	(4,953)	154,797	155,669	872	154,797	416,431	40%



**Cross Insurance Arena
Operating Expenses by Department
D: Food & Beverage
For The Period Ended: November FY26
USD**

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	10,084	11,258	1,174	47,982	56,292	8,310	47,982	135,100	36%
Salaries & Wages: Salaried Part-Time	47,350	35,248	(12,103)	93,453	176,238	82,784	93,453	422,970	22%
Salaries & Wages: Temporary Labor	-	20,000	20,000	504	52,000	51,496	504	240,000	0%
Salaries & Wages: Event Wages	(49,318)	-	49,318	(88,041)	-	88,041	(88,041)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	812	798	(14)	3,868	3,861	(7)	3,868	8,884	43%
Payroll Taxes: Payroll Taxes (Part-Time)	4,681	3,172	(1,509)	9,010	15,961	6,951	9,010	39,067	24%
Payroll Taxes: Workers Comp	-	191	191	-	853	853	-	2,287	-
Employee Benefits: General Employee Benefits	3,979	2,756	(1,223)	11,914	13,780	1,866	11,914	33,978	36%
Pension & 401K: Pension & 401K	637	640	3	870	3,199	2,529	870	7,676	9%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	8,508	-
Contro-Payroll: Payroll Recovery PT	-	(52,283)	(52,283)	-	(260,417)	(260,417)	-	(625,000)	-
Total Labor Costs	18,225	21,919	3,694	79,549	81,868	(2,319)	79,549	272,381	29%
Employee T&E: Training, Conferences, Meetings	-	-	-	169	600	432	169	600	28%
61800: Employee T&E	-	-	-	169	600	432	169	600	28%
Supplies: Cleaning & Cleaning Supplies	-	-	-	1,813	-	(1,813)	1,813	-	-
Supplies: Paper Products	-	-	-	8,763	1,500	(7,263)	8,763	5,000	175%
Supplies: Cleaning Supplies	-	-	-	523	-	(523)	523	-	-
Supplies: Smallwares	(14,873)	167	14,839	(8,787)	833	9,620	(8,787)	2,000	-43%
Supplies: Office Supplies	-	-	-	600	-	(600)	600	-	-
Supplies: Building Supplies	197	-	(197)	277	-	(277)	277	-	-
Supplies: Janitorial Supplies	668	-	(668)	1,336	-	(1,336)	1,336	-	-
64000: Supplies	(14,806)	167	13,974	4,345	2,333	(2,012)	4,345	7,000	62%
General R&M: Kitchen Equipment	-	2,083	2,083	-	10,417	10,417	-	25,000	-
General R&M: Repairs & Maintenance	-	-	-	1,009	-	(1,009)	1,009	-	-
General R&M: Equipment Maintenance	-	-	-	4,650	-	(4,650)	4,650	-	-
65001: General R&M	-	2,083	2,083	6,689	10,417	4,728	6,689	25,000	27%
Repairs & Maintenance	-	2,083	2,083	6,689	10,417	4,728	6,689	25,000	27%
General Utilities: Cell Phone & Data	51	108	57	255	542	287	255	1,300	20%
66001: General Utilities	81	108	27	258	542	284	258	1,300	20%
UTILITIES	81	108	27	258	542	284	258	1,300	20%
Contracted Services: Information Technology	2,290	-	(2,290)	8,869	-	(8,869)	8,869	-	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	167	-	(167)	167	-	-
Contracted Services: Laundry - Uniform	-	583	583	-	2,917	2,917	-	7,000	-
Contracted Services: Inspections	-	-	-	1,278	-	(1,278)	1,278	-	-
Contracted Services: IT Services	-	2,500	2,500	-	12,500	12,500	-	30,000	-
Contracted Services: Software & Licenses	-	-	-	2,290	-	(2,290)	2,290	-	-
68000: Contracted Services	2,290	3,083	794	18,863	18,417	(4,446)	18,863	37,000	51%
Advertising & Marketing: Advertising	-	-	-	-	200	200	-	200	-
70000: Advertising & Marketing	-	-	-	-	200	200	-	200	-
Other O&A: Information Technology	-	-	-	2,290	-	(2,290)	2,290	-	-
Other O&A: Bank and Merchant Processing Fees	-	-	-	90	-	(90)	90	-	-
Other O&A: Licenses, Fees & Permits	76	88	12	379	438	59	379	1,050	36%
Other O&A: Dues and Subscriptions	-	-	-	95	250	155	95	250	38%
Other O&A: Credit Card Merchant Fees	9,957	7,000	(2,957)	18,043	26,000	7,957	18,043	75,000	24%
Other O&A: Cash Over/Short	247	-	(247)	433	-	(433)	433	-	-
72000: Other O&A	10,279	7,088	(3,191)	21,329	26,688	5,359	21,329	76,300	29%
Total Non Labor Costs	(5,188)	22,829	18,717	42,368	86,136	43,768	42,368	167,400	29%
Total Operating Expense	17,637	54,448	17,411	121,708	117,783	(3,925)	121,708	438,881	29%



Cross Insurance Arena
Operating Expenses by Department
D: Overhead & Other Support Services
 For The Period Ended: November FY26
 USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Consultants and Professional Services: Legal Services	-	-	-	-	-	-	-	500	-
62000: Consultants and Professional Services	-	-	-	-	-	-	-	800	-
Employee T&E: Vehicle Parking Expenses	-	2,883	2,883	-	14,417	14,417	-	34,800	-
61000: Employee T&E	-	2,883	2,883	-	34,417	34,417	-	34,800	-
Insurance: Workers Comp	-	-	-	15,654	-	(15,654)	15,654	-	-
Insurance: Insurance and Bonding	13,897	13,500	(397)	50,269	67,502	17,233	50,269	182,004	31%
63000: Insurance	13,897	13,500	(397)	66,823	67,502	1,678	66,823	182,004	43%
Supplies: Office Supplies	101	-	(101)	205	-	(205)	205	-	-
64000: Supplies	101	-	(101)	205	-	(205)	205	-	-
General RAM: General Repairs & Maintenance	-	63	63	-	313	313	-	750	-
General RAM: Leased Equipment & Vehicles	-	875	875	-	4,375	4,375	-	10,500	-
65001: General RAM	-	938	938	-	4,688	4,688	-	11,250	-
Repairs & Maintenance	-	938	938	-	4,688	4,688	-	11,250	-
General Utilities: General Utilities	-	-	-	577	-	(577)	577	-	-
General Utilities: Telephone	4,389	-	(4,389)	10,051	-	(10,051)	10,051	-	-
General Utilities: Internet & WIFI	416	4,008	3,592	9,853	20,041	10,188	9,853	48,100	20%
General Utilities: Electricity	41,284	29,187	(12,110)	164,834	145,833	(18,801)	164,834	350,000	47%
General Utilities: Water	3,057	583	(2,473)	6,733	2,917	(3,817)	6,733	7,000	96%
General Utilities: Sewer	-	2,083	2,083	78	10,417	10,338	78	25,000	0%
General Utilities: Natural Gas	6,587	15,000	5,413	26,545	55,000	28,455	26,545	150,000	18%
General Utilities: Water Services	-	-	-	2,332	-	(2,332)	2,332	-	-
66001: General Utilities	60,733	50,842	(7,892)	228,806	234,208	13,603	228,806	680,100	38%
Utilities	60,733	50,842	(7,892)	228,806	234,208	13,603	228,806	680,100	38%
Office Expenses: Postage & Freight	-	-	-	140	-	(140)	140	-	-
Office Expenses: Postage	371	167	(204)	1,041	1,334	293	1,041	2,500	42%
Office Expenses: Office Supplies	858	625	(233)	2,278	3,125	847	2,278	7,500	30%
Office Expenses: Water	183	-	(183)	236	-	(236)	236	-	-
Office Expenses: Office Refreshments	-	-	-	53	-	(53)	53	-	-
67000: Office Expenses	1,432	792	(640)	3,747	4,459	712	3,747	10,000	37%
Contracted Services: Internet & WIFI	1,188	-	(1,188)	3,039	-	(3,039)	3,039	-	-
Contracted Services: IT Services	-	-	-	5,701	-	(5,701)	5,701	-	-
Contracted Services: Water Services	-	-	-	527	-	(527)	527	-	-
Contracted Services: Parking	3,056	-	(3,056)	6,146	-	(6,146)	6,146	-	-
Contracted Services: Software & Licenses	520	-	(520)	520	-	(520)	520	-	-
Contracted Services: Management Fee (Base)	10,389	10,792	364	51,944	53,762	1,818	51,944	129,029	40%
Contracted Services: Website fees	-	-	-	650	-	(650)	650	-	-
68000: Contracted Services	16,182	10,792	(4,400)	68,827	53,762	(14,785)	68,827	129,029	63%
Other G&A: Information Technology	328	-	(328)	658	-	(658)	658	-	-
Other G&A: Licenses, Fees & Permits	350	625	275	3,791	3,125	(606)	3,791	7,500	51%
Other G&A: Internet & WIFI	95	-	(95)	95	-	(95)	95	-	-
Other G&A: Parking	-	-	-	8,874	-	(8,874)	8,874	-	-
72000: Other G&A	773	625	(148)	13,417	3,125	(10,292)	13,417	7,500	179%
Total Non Labor Costs	90,088	80,232	(9,796)	372,624	382,180	9,536	372,624	634,983	40%
Total Operating Expenses	90,088	80,232	(9,796)	372,624	382,180	9,536	372,624	634,983	40%



Cross Insurance Arena
Operating Expenses by Department
D: Partnerships
 For The Period Ended: November FY26
 USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Supplies: Promotional Supplies	-	-	-	1,366	-	(1,366)	1,366	-	-
64000: Supplies	-	-	-	1,366	-	(1,366)	1,366	-	-
Total Non Labor Costs	-	-	-	1,366	-	(1,366)	1,366	-	-
Total Operating Expenses	-	-	-	1,366	-	(1,366)	1,366	-	-



Cross Insurance Arena
Operating Expenses by Department
D: Sales
 For The Period Ended: November FY26
 USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Selected Full-Tims	-	-	-	7,723	-	(7,723)	7,723	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	-	-	-	834	-	(834)	834	-	-
Employee Benefits: General Employee Benefits	-	-	-	1,252	-	(1,252)	1,252	-	-
Pension & 401K: Pension & 401K	-	-	-	581	-	(581)	581	-	-
Total Labor Costs	-	-	-	10,189	-	(10,189)	10,189	-	-
Total Operating Expenses	-	-	-	10,189	-	(10,189)	10,189	-	-



**Cross Insurance Arena
Operating Expenses by Department
D: Ticketing & Box Office
For The Period Ended: November FY26
USD**

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	9,560	10,147	588	52,531	50,737	(1,794)	52,531	121,768	43%
Salaries & Wages: Salaried Part-Time	2,963	-	(2,963)	6,991	-	(6,991)	6,991	-	-
Salaries & Wages: Hourly Part-Time	-	2,500	2,500	-	7,000	7,000	-	20,000	-
Salaries & Wages: Event Wages	(3,904)	-	3,904	(5,337)	-	5,337	(5,337)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	1,822	796	(1,026)	4,629	3,540	(1,089)	4,629	9,121	51%
Payroll Taxes: Salaried Part-Time	-	-	-	82	-	(82)	82	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	551	300	(251)	884	1,500	616	884	3,800	23%
Payroll Taxes: Workers Comp	-	123	123	-	614	614	-	1,473	-
Employee Benefits: General Employee Benefits	7,874	4,322	(3,552)	17,769	21,610	3,840	17,769	51,875	34%
Pension & 401K: General Employee Benefits	-	-	-	(170)	-	170	(170)	-	-
Pension & 401K: Pension & 401K	878	534	(344)	2,182	2,668	507	2,182	6,404	34%
Total Labor Costs	18,084	18,834	(750)	79,548	87,888	8,340	79,548	214,281	37%
Employee T&E: Training, Conferences, Meetings	-	-	-	700	-	(700)	700	2,000	35%
61000: Employee T&E	-	-	-	700	-	(700)	700	2,000	35%
Supplies: Office Supplies	-	100	100	46	350	304	46	1,000	5%
64000: Supplies	-	100	100	46	350	304	46	1,000	5%
Office Expenses: Printing	-	42	42	-	208	208	-	500	-
Office Expenses: Telephone	-	54	54	-	271	271	-	650	-
67000: Office Expenses	-	96	96	-	479	479	-	1,150	-
Contracted Services: Armored Car	386	200	(186)	1,335	700	(635)	1,335	2,000	67%
68000: Contracted Services	386	200	(186)	1,335	700	(635)	1,335	2,000	67%
Other G&A: Credit Card Merchant Fees	(478)	-	478	1,499	300	(1,199)	1,499	500	300%
72000: Other G&A	(478)	-	478	1,499	300	(1,199)	1,499	800	800%
Total Non Labor Costs	(92)	398	490	3,879	1,629	(1,700)	3,879	6,450	60%
Total Operating Expenses	18,061	19,030	969	83,125	89,497	6,372	83,125	220,801	38%



**Cross Insurance Arena
Operating Expenses by Department
D: Operations**
For The Period Ended: November FY26
USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	15,113	16,388	1,256	78,292	81,644	3,551	78,292	196,424	40%
Salaries & Wages: Salaried Part-Time	14,674	-	(14,674)	35,909	-	(35,909)	35,909	-	-
Salaries & Wages: Hourly Part-Time	-	12,500	12,500	-	62,500	62,500	-	150,000	-
Salaries & Wages: Event Wages	(8,966)	-	8,966	(15,476)	-	15,476	(15,476)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	895	933	338	8,478	4,687	(3,791)	8,478	12,473	48%
Payroll Taxes: Payroll Taxes (Part-Time)	1,170	1,898	728	3,216	9,489	6,273	3,216	22,750	14%
Payroll Taxes: Workers Comp	-	347	347	-	1,737	1,737	-	4,160	-
Employee Benefits: General Employee Benefits	10,090	6,865	(3,225)	24,877	33,475	8,598	24,877	80,343	31%
Pension & 401K: General Employee Benefits	-	-	-	(204)	-	204	(204)	-	-
Pension & 401K: Pension & 401K	950	855	(94)	3,754	4,277	523	3,754	10,285	37%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	8,858	-
Conts-Payroll: Payroll Recovery PT	-	(6,333)	(6,333)	-	(41,887)	(41,887)	-	(100,000)	-
Total Labor Costs	38,888	31,264	(7,624)	128,844	156,323	27,479	128,844	385,289	29%
Employee T&E: Training, Conferences, Meetings	-	-	-	-	-	-	-	500	-
61500: Employee T&E	-	-	-	-	-	-	-	800	-
Supplies: Cleaning & Cleaning Supplies	-	-	-	3,615	-	(3,615)	3,615	-	-
Supplies: Propane	-	-	-	72	-	(72)	72	-	-
Supplies: Uniforms	-	-	-	-	750	750	-	750	-
Supplies: Cleaning Supplies	-	-	-	677	-	(677)	677	-	-
Supplies: General Supplies	-	2,333	2,333	-	11,667	11,667	-	28,000	-
Supplies: Building Supplies	739	-	(739)	10,302	-	(10,302)	10,302	-	-
Supplies: Hackery Supplies	-	-	-	1,682	-	(1,682)	1,682	-	-
Supplies: Ice Supplies	30	-	(30)	60	-	(60)	60	-	-
Supplies: Janitorial Supplies	2,886	3,333	447	6,405	16,067	10,262	6,405	40,000	16%
64000: Supplies	3,454	5,667	2,213	22,822	29,883	6,261	22,822	68,780	28%
General R&M: Equipment Rental	-	-	-	-	3,000	3,000	-	5,000	-
General R&M: Equipment Maintenance	4,274	3,750	(524)	11,243	18,750	7,507	11,243	45,000	25%
General R&M: General Repairs & Maintenance	-	3,750	3,750	19,061	18,750	(341)	19,061	45,000	42%
General R&M: Hackery Equipment	-	3,667	3,667	-	18,333	18,333	-	44,000	-
General R&M: Plumbing repairs	-	-	-	1,014	-	(1,014)	1,014	-	-
General R&M: Elevator/Escalator Repair	1,334	-	(1,334)	2,668	-	(2,668)	2,668	-	-
General R&M: R&M Equipment Fund	-	-	-	1,334	-	(1,334)	1,334	-	-
63001: General R&M	6,608	11,167	4,559	35,250	58,833	23,483	35,250	138,000	25%
Repairs & Maintenance	6,608	11,167	4,559	35,250	58,833	23,483	35,250	138,000	25%
General Utilities: Propane	79	-	(79)	79	-	(79)	79	-	-
General Utilities: Cell Phone & Data	51	-	(51)	255	-	(255)	255	-	-
66001: General Utilities	130	-	(130)	334	-	(334)	334	-	-
Utilities	130	-	(130)	334	-	(334)	334	-	-
Office Expenses: Telephone	-	54	54	-	271	271	-	850	-
67000: Office Expenses	-	54	54	-	271	271	-	850	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	785	-	(785)	785	-	-
Contracted Services: Trash Removal	2,323	2,000	(323)	9,859	10,000	41	9,859	24,000	41%
Contracted Services: Elevator/Escalator Repair	-	1,375	1,375	-	6,875	6,875	-	16,500	-
Contracted Services: Alarm & CCTV	30	-	(30)	30	-	(30)	30	-	-
Contracted Services: Pest Control	270	300	30	1,350	1,500	150	1,350	3,800	38%
Contracted Services: Inspections	3,773	458	(3,315)	13,426	2,292	(11,134)	13,426	5,500	244%
Contracted Services: Snow Removal	-	-	-	-	-	-	-	250	-
Contracted Services: Window/Facade Cleaning	-	-	-	655	-	(655)	655	-	-
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	-	-	-	100	-	(100)	100	-	-
68000: Contracted Services	6,396	4,133	(2,263)	28,208	20,867	(7,341)	28,208	68,850	83%
Other G&A: Dues and Subscriptions	350	21	(329)	350	104	(246)	350	250	140%
72000: Other G&A	350	21	(329)	350	104	(246)	350	250	140%
Total Non Labor Costs	18,838	21,042	2,204	65,181	108,958	43,777	65,181	258,000	32%
Total Operating Expenses	48,544	52,306	3,762	221,905	265,281	43,376	221,905	644,289	34%



Cross Insurance Arena
Operating Expenses by Department
D: Executive Management
 For The Period Ended: November FY26
 USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	9,993	10,826	833	54,946	54,130	(816)	54,946	120,913	42%
Salaries & Wages: Salaried Part-Time	985	-	(985)	5,104	-	(5,104)	5,104	-	-
Salaries & Wages: Hourly Part-Time	-	2,000	2,000	-	9,000	9,000	-	23,000	-
Bonuses & Commissions: Accrued Bonus	-	1,083	1,083	-	5,413	5,413	-	12,981	-
Payroll Taxes: Payroll Taxes (Full-Time)	809	822	(113)	4,898	3,111	(1,787)	4,898	8,101	63%
Payroll Taxes: Payroll Taxes (Part-Time)	-	-	-	(45)	-	45	(45)	-	-
Payroll Taxes: Workers Comp	-	339	339	-	1,695	1,695	-	4,069	-
Employee Benefits: General Employee Benefits	2,971	1,543	(1,428)	8,355	7,715	1,360	8,355	18,521	34%
Pension & 401K: General Employee Benefits	-	-	-	(303)	-	303	(303)	-	-
Pension & 401K: Pension & 401K	329	746	416	105	3,729	3,623	105	8,949	1%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	12,987	-
Total Labor Costs	18,188	17,188	1,971	71,299	84,783	13,486	71,299	218,533	32%
Employee T&E: Decorations	-	-	-	165	-	(165)	165	-	-
Employee T&E: Entertainment	223	-	(223)	502	-	(502)	502	-	-
Employee T&E: Meals and Entertainment	-	417	417	-	2,085	2,085	-	5,000	-
Employee T&E: Training, Conferences, Meetings	-	-	-	-	-	-	-	2,000	-
Employee T&E: Gifts	-	-	-	-	-	-	-	250	-
6300: Employee T&E	223	417	194	667	2,085	1,418	667	7,250	8%
Office Expenses: Telephone	-	50	50	-	250	250	-	650	-
6700: Office Expenses	-	50	50	-	250	250	-	650	-
Other G&A: Dues and Subscriptions	-	150	150	1,170	750	(420)	1,170	1,800	65%
7200: Other G&A	-	150	150	1,170	750	(420)	1,170	1,800	65%
Total Non Labor Costs	223	617	394	1,837	3,085	1,248	1,837	9,700	18%
Total Operating Expenses	18,411	17,776	2,365	73,136	87,878	14,743	73,136	228,233	32%



**Cross Insurance Arena
Operating Expenses by Department
D: Finance & Accounting**
For The Period Ended: November FY25
USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	9,662	10,664	822	54,226	53,421	(805)	54,226	128,211	42%
Other Payroll Costs: Payroll Service Fees	-	-	-	4,758	-	(4,758)	4,758	-	-
Other Payroll Costs: Payroll Processing Fees	3,680	-	(3,680)	13,072	-	(13,072)	13,072	-	-
Bonuses & Commissions: Accrued Bonus	-	1,068	1,068	-	5,342	5,342	-	12,821	-
Payroll Taxes: Payroll Taxes (Full-Time)	833	420	(580)	4,433	2,162	(2,271)	4,433	8,683	78%
Payroll Taxes: Workers Comp	-	335	335	-	1,673	1,673	-	4,016	-
Employee Benefits: General Employee Benefits	47	42	(5)	71	210	139	71	10,104	1%
Pension & 401K: General Employee Benefits	-	-	-	(444)	-	444	(444)	-	-
Pension & 401K: Pension & 401K	1,183	568	(580)	3,822	2,939	(883)	3,822	7,053	54%
Total Labor Costs	15,583	13,127	(2,448)	78,920	65,887	(14,238)	78,920	187,988	48%
Consultants and Professional Services: Payroll Service Fees	-	5,838	5,838	-	29,188	29,188	-	70,050	-
82000: Consultants and Professional Services	-	5,838	5,838	-	29,188	29,188	-	70,080	-
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	500	-
Employee T&E: Training, Conferences, Meetings	-	-	-	376	-	(376)	376	2,800	13%
81000: Employee T&E	-	-	-	376	-	(376)	376	3,300	13%
Contracted Services: Information Technology	-	-	-	520	-	(520)	520	-	-
Contracted Services: Background Checks	-	63	63	-	313	313	-	750	-
Contracted Services: IT Services	-	-	-	1,040	-	(1,040)	1,040	-	-
89000: Contracted Services	-	63	63	1,560	313	(1,248)	1,560	780	208%
Other G&A: Information Technology	-	-	-	328	-	(328)	328	-	-
Other G&A: Licenses, Fees & Permits	-	-	-	328	-	(328)	328	-	-
Other G&A: Software & Licenses	-	-	-	328	-	(328)	328	-	-
Other G&A: Dues and Subscriptions	-	-	-	32	-	(32)	32	-	-
72000: Other G&A	-	-	-	1,018	-	(1,018)	1,018	-	-
Total Non Labor Costs	-	5,900	5,900	2,862	29,500	26,638	2,862	74,100	4%
Total Operating Expenses	15,583	19,027	3,484	82,772	95,387	12,615	82,772	262,088	34%



Cross Insurance Arena
Operating Expenses by Department
D: Marketing & Communications
 For The Period Ended: November FY26
 USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	7,548	11,279	3,731	38,716	56,395	17,679	38,716	135,347	29%
Salaries & Wages: Event Wages	(1,605)	-	1,605	(1,605)	-	1,605	(1,605)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	648	888	(240)	3,271	2,774	(497)	3,271	7,880	41%
Payroll Taxes: Workers Comp	-	321	321	-	1,006	1,006	-	3,854	-
Employee Benefits: General Employee Benefits	3,915	2,856	(1,059)	9,081	13,970	4,889	9,081	33,981	27%
Pension & 401K: General Employee Benefits	-	-	-	(178)	-	178	(178)	-	-
Pension & 401K: Pension & 401K	858	508	(350)	2,690	2,892	302	2,690	7,180	37%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	7,874	-
Total Labor Costs	11,143	18,669	4,446	81,978	77,737	25,781	81,978	196,248	28%
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	700	-
Employee T&E: Training, Conferences, Meetings	-	-	-	-	250	250	-	5,000	-
Employee T&E: Customer Relations	-	-	-	-	-	-	-	850	-
61000: Employee T&E	-	-	-	-	250	250	-	6,350	-
Office Expenses: Telephone	-	108	108	-	542	542	-	1,300	-
67000: Office Expenses	-	188	388	-	842	842	-	1,800	-
Contracted Services: Website Maintenance	850	-	(850)	850	-	(850)	850	-	-
Contracted Services: Website fees	-	-	-	850	-	(850)	850	-	-
88000: Contracted Services	850	-	(850)	3,389	-	(1,309)	3,389	-	-
Advertising & Marketing: Advertising & Marketing	-	-	-	575	-	(575)	575	-	-
Advertising & Marketing: Photography	100	-	(100)	100	-	(100)	100	-	-
Advertising & Marketing: Advertising	-	517	517	683	2,583	1,921	683	8,200	11%
Advertising & Marketing: Website fees	-	850	850	1,300	3,250	1,950	1,300	7,800	17%
78000: Advertising & Marketing	100	3,167	3,067	2,617	8,833	3,188	2,617	14,000	18%
Other G&A: Printing	-	125	125	90	825	535	90	1,500	6%
Other G&A: Customer Relations	-	-	-	-	200	200	-	850	-
Other G&A: Dues and Subscriptions	108	550	443	953	2,750	1,797	953	8,800	14%
72000: Other G&A	108	875	868	1,043	3,878	2,833	1,043	8,780	12%
Total Non Labor Costs	868	1,860	1,063	4,880	10,200	8,220	4,989	30,400	16%
Total Operating Expenses	12,011	20,529	5,538	86,858	87,937	30,981	86,956	226,648	28%



One Civic Center Square, Portland, ME 04101

DECEMBER 2025

Fiscal Year ending June 30, 2026

**Submitted By
Mark Eddy**

OVG VENUE MANAGEMENT

R.Chmura
J. Dixon
D. Higgins
K. Hilsgen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager

Table of Contents

1. Cross Insurance Arena - USD - FY YE Jun	1
1.1 IS - Summary	1
1.2 Balance Sheet.....	2
1.3 Rolling Forecast.....	3
1.4 Gross Profit - Summary.....	4
1.5 IS - Details.....	5
1.5 OpEx - Total Department	9
1.6 OpEx - D: Third Party Partnerships.....	11
1.7 OpEx - D: Event Services	12
1.8 OpEx - D: Food & Beverage	13
1.9 OpEx - D: Overhead & Other Support Services.....	14
1.10 OpEx - D: Partnerships	15
1.11 OpEx - D: Sales	16
1.12 OpEx - D: Ticketing & Box Office	17
1.13 OpEx - D: Operations.....	18
1.14 OpEx - D: Executive Management.....	19
1.15 OpEx - D: Finance & Accounting	20
1.16 OpEx - D: Marketing & Communications	21
1.17 A/R and A/P Aging	22



Cross Insurance Arena
Consolidated Income Statement
 For the Period Ended: December FY26
 USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	5	-5	7	12	-5
90002: Number of Events	7	8	-1	27	29	-2
90003: Paid Attendance - General Seating	23,097	30,000	-6,903	86,735	96,200	-9,465
90009: Attendance	18,289	23,300	-5,011	73,443	82,450	-9,007
90015: Dropcount - General Seating	-	23,300	-23,300	-	82,450	-82,450
90022: Ticket Sales - Manifested	-	646,975	-646,975	-	3,190,976	-3,190,976
Event Revenue						
SL: Rent Ticket Receipts	659,332	40,875	618,457	2,848,237	132,700	2,715,537
SL: Event Reimbursement	142,044	101,955	40,089	726,000	490,894	235,106
Direct Event Revenue	801,377	142,830	658,547	3,574,237	623,594	2,950,643
SL: Ticketing Fees	108,040	85,512	22,528	337,561	329,953	7,608
SL: Premium Seating	8,085	-	8,085	9,132	-	9,132
SL: Unmanifested Seats	-	8,000	(8,000)	-	8,750	(8,750)
SL: Sponsorships	-	-	-	589	-	589
SL: Total Merchandise	-	2,500	(2,500)	5,700	7,797	(2,096)
SL: Total Catering	-	-	-	301	-	301
SL: Total Concessions	398,535	301,435	97,100	1,171,200	891,333	279,867
SL: Other Event	-	-	-	-	1,400	(1,400)
Total Event Revenue	1,316,036	540,277	775,759	5,098,719	1,862,827	3,235,892
Event Costs						
SL: Direct Revenue & Costs	171,905	140,820	(31,085)	886,926	577,863	(309,063)
SL: Total Catering	-	54,745	54,745	-	131,388	131,388
SL: Total Concessions	211,693	94,188	(117,505)	603,434	307,084	(296,350)
Total Event Costs	383,598	289,753	(93,845)	1,490,360	1,016,335	(474,025)
Event Gross Profit before Revenue Sharing	932,438	250,524	681,914	3,608,359	846,492	2,761,868
Total Promoter & Team Revenue Sharing / Revenue	679,864	53,405	(626,459)	2,798,035	218,818	(2,579,217)
Event Gross Profit	252,574	230,619	21,955	810,324	733,574	76,750
Contracted Revenue						
SL: Premium Seating	-	19,643	(19,643)	47,195	117,860	(70,665)
SL: Sponsorships	-	63,750	(63,750)	243,187	382,500	(139,313)
Total Contracted Revenue	-	83,393	(83,393)	290,382	500,360	(209,978)
Contracted Revenue Expenses						
SL: Premium Seating	-	15,390	15,390	-	92,342	92,342
Total Contracted Revenue Expenses	-	15,390	15,390	-	92,342	92,342
Contracted Gross Profit before Revenue Sharing	-	68,003	(68,003)	290,382	408,018	(117,636)
Contracted Revenue Gross Profit	-	68,003	(68,003)	290,382	408,018	(117,636)
SL: Rent Ticket Receipts	0	-	0	4,730	-	4,730
Direct Other Revenue	0	-	0	4,730	-	4,730
SL: Ticketing Fees	-	-	-	40	-	40
SL: Premium Seating	11,181	-	11,181	11,181	-	11,181
SL: Sponsorships	40,880	-	40,880	40,880	-	40,880
SL: Other Event	12,545	13,667	(1,121)	22,249	47,000	(24,751)
Total Other Revenue	64,606	13,667	50,939	79,081	47,000	32,081
Other Gross Profit before Revenue Sharing	64,606	13,667	50,939	79,081	47,000	32,081
Other Revenue Gross Profit	64,606	13,667	50,939	79,081	47,000	32,081
Total Gross Profit	317,180	312,289	4,891	1,179,787	1,188,592	(8,805)
Indirect Expenses	260,845	298,889	38,043	1,436,533	1,584,498	147,965
Net Operating Income / (Loss)	56,335	13,400	42,935	(256,747)	(395,907)	139,160
Other Income & Expenses	-	-	-	-	-	-
Total Net Income	56,335	13,400	42,935	(256,747)	(395,907)	139,160



**Cross Insurance Arena
Balance Sheet**

For the Period Ended: December FY26

USD

	Dec-FY26
Assets	
Current Assets	
Cash and Cash Equivalents	2,127,776
Accounts Receivable	326,857
Inventory	115,833
Prepaid and Other Current Assets	47,779
Total Current Assets	2,618,245
Fixed Assets	
Fixed Assets minus CIP	4,387
Total Fixed Assets	4,387
Total Assets	2,622,632
Liabilities & Members' Capital	
Current Liabilities	
Total Accounts Payable	316,269
Accrued Expenses	669,791
Total Deferred Revenue	409,560
Total Other Current Liabilities	950,881
Total Current Liabilities	2,346,501
Non-Current Liabilities	
Members' Capital	
Equity	1,406,867
Retained Earnings	(1,130,737)
Total Equity	276,131
Total Liabilities and Equity	2,622,632

Venue **Cross Insurance Arena** Rolling Forecast 01.23.26

Fiscal Year **FY26**

Year-End **MTD**

	Actual	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Total Forecast	Budget	Better / (Worse)
	July	August	September	October	November	December	January	February	March	April	May	June			
Event Profit	144	84,664	119,207	64,341	289,394	252,574	191,951	307,087	183,752	160,532	162,091	365,375	2,181,113	2,104,362	76,750
Contracted Revenue	51,191	55,328	58,325	71,731	53,808	52,061	68,003	68,003	68,003	68,003	68,003	68,003	750,461	816,036	(65,575)
Other Revenue	805	1	1,059	873	11,737	12,545	10,667	6,667	6,667	5,667	5,667	5,667	68,020	88,000	(19,981)
Gross Profit	52,140	139,992	178,591	136,945	354,938	317,180	270,621	381,757	258,422	234,202	235,761	439,045	2,999,593	3,008,399	(8,805)
Overhead Expenses	185,525	226,000	239,725	269,743	254,696	260,845	305,564	286,504	298,436	280,390	251,415	305,850	3,164,693	3,312,658	147,965
Net Income	(133,385)	(86,007)	(61,134)	(132,798)	100,243	56,335	(34,944)	95,253	(40,014)	(46,189)	(15,654)	133,195	(165,099)	(304,260)	139,160



Cross Insurance Arena Consolidated Gross Profit Statement

For the Period Ended: December FY26

USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	5	-5	7	12	-5
90002: Number of Events	7	8	-1	27	29	-2
90003: Paid Attendance - General Seating	23,097	30,000	-6,903	86,735	96,200	-9,465
90009: Attendance	18,289	23,300	-5,011	73,443	82,450	-9,007
90015: Dropcount - General Seating	-	23,300	-23,300	-	82,450	-82,450
90022: Ticket Sales - Manifested	-	646,975	-646,975	-	3,190,976	-3,190,976
Event Gross Profit						
SL: Rent Ticket Receipts	659,332	40,875	618,457	2,848,237	132,700	2,715,537
SL: Event Reimbursement	(29,861)	(38,865)	9,004	(160,926)	(86,969)	(73,957)
Direct Event Gross Profit	629,471	2,010	627,461	2,687,311	45,731	2,641,580
Contracted Gross Profit						
SL: Ticketing Fees	108,040	85,512	22,528	337,561	329,953	7,608
SL: Premium Seating	8,085	-	8,085	9,132	-	9,132
SL: Unmanifested Seats	-	8,000	(8,000)	-	8,750	(8,750)
SL: Sponsorships	-	-	-	589	-	589
SL: Total Merchandise	-	2,500	(2,500)	5,700	7,797	(2,096)
SL: Total Catering	-	(54,745)	54,745	301	(131,388)	131,689
SL: Total Concessions	186,842	207,247	(20,405)	567,766	584,249	(16,483)
SL: Miscellaneous Event	-	-	-	-	1,400	(1,400)
Total Event Gross Profit	252,574	230,619	21,955	810,324	733,574	76,750
Contracted Gross Profit						
SL: Premium Seating	-	4,253	(4,253)	47,195	25,518	21,677
SL: Sponsorships	-	63,750	(63,750)	243,187	382,500	(139,313)
Total Contracted Gross Profit	-	68,003	(68,003)	290,382	408,018	(117,636)
Contracted Gross Profit before Revenue Sharing	-	68,003	(68,003)	290,382	408,018	(117,636)
Contracted Revenue Gross Profit	-	68,003	(68,003)	290,382	408,018	(117,636)
Other Gross Profit						
SL: Rent Ticket Receipts	0	-	0	4,730	-	4,730
Direct Other Gross Profit	0	-	0	4,730	-	4,730
Other Revenue Gross Profit						
SL: Ticketing Fees	-	-	-	40	-	40
SL: Premium Seating	11,181	-	11,181	11,181	-	11,181
SL: Sponsorships	40,880	-	40,880	40,880	-	40,880
SL: Ice Rink	-	8,000	(8,000)	-	13,000	(13,000)
SL: Miscellaneous Other	12,545	5,667	6,879	22,249	34,000	(11,751)
Total Other Gross Profit	64,606	13,667	50,939	79,081	47,000	32,081
Other Gross Profit before Revenue Sharing	64,606	13,667	50,939	79,081	47,000	32,081
Other Revenue Gross Profit	64,606	13,667	50,939	79,081	47,000	32,081
Total Gross Profit	317,180	312,289	4,891	1,179,787	1,188,592	(8,805)
Indirect Expenses	260,845	298,889	38,043	1,436,533	1,584,498	147,965
Net Operating Income / (Loss)	56,335	13,400	42,935	(256,747)	(395,907)	139,160
Other Income & Expense	-	-	-	-	-	-
Total Net Income	56,335	13,400	42,935	(256,747)	(395,907)	139,160



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: December FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	5	-5	7	12	-5
90002: Number of Events	7	8	-1	27	29	-2
90003: Paid Attendance - General Seating	23,097	30,000	-6,903	86,735	96,200	-9,465
90009: Attendance	18,289	23,300	-5,011	73,443	82,450	-9,007
90015: Dropcount - General Seating	-	23,300	-23,300	-	82,450	-82,450
90022: Ticket Sales - Manifested	-	646,975	-646,975	-	3,190,976	-3,190,976
Event Revenue						
SL: Tickets & Admissions Revenue - Event Revenue: Manifested Ticket Receipts	631,432	-	631,432	2,650,565	-	2,650,565
SL: Rentals - Event Revenue: Rental Income	27,900	-	27,900	168,672	-	168,672
SL: Rentals - Event Revenue: Venue Rentals	-	40,875	(40,875)	29,000	132,700	(103,700)
Total Rent / Ticket Receipts	659,332	40,875	618,457	2,848,237	132,700	2,715,537
SL: Service & Expense Reimbursement - Event Revenue: Stagehand	39,373	41,325	(1,952)	265,158	225,330	39,828
SL: Service & Expense Reimbursement - Event Revenue: Artist & Talent Fees	11,760	-	11,760	135,794	-	135,794
SL: Service & Expense Reimbursement - Event Revenue: Security	7,008	6,200	808	72,812	59,250	13,562
SL: Service & Expense Reimbursement - Event Revenue: Catering	21,963	28,325	(6,362)	63,767	71,380	(7,613)
SL: Service & Expense Reimbursement - Event Revenue: Production	34,125	450	33,675	49,262	19,340	29,922
SL: Service & Expense Reimbursement - Event Revenue: Cleaning & Cleaning Supplies	4,850	5,200	(350)	23,837	12,970	10,867
SL: Service & Expense Reimbursement - Event Revenue: Contracted Security	-	-	-	15,514	-	15,514
SL: Service & Expense Reimbursement - Event Revenue: Advertising & Marketing	5,680	1,750	3,930	13,099	17,700	(4,601)
SL: Service & Expense Reimbursement - Event Revenue: Ushers	-	-	-	12,689	-	12,689
SL: Service & Expense Reimbursement - Event Revenue: Police	1,813	2,000	(187)	11,916	12,250	(334)
SL: Service & Expense Reimbursement - Event Revenue: Operations	950	3,500	(2,550)	11,902	10,550	1,352
SL: Service & Expense Reimbursement - Event Revenue: EMT	4,073	3,000	1,073	11,523	5,120	6,403
SL: Service & Expense Reimbursement - Event Revenue: Ticket Sellers	680	1,850	(1,170)	9,466	10,365	(899)
SL: Service & Expense Reimbursement - Event Revenue: Group Sales Commission	5,389	-	5,389	8,350	-	8,350
SL: Service & Expense Reimbursement - Event Revenue: Event Changeover	1,504	-	1,504	7,619	-	7,619
SL: Service & Expense Reimbursement - Event Revenue: Credit Card Merchant Fees	2,376	2,580	(204)	6,688	9,395	(2,707)
SL: Service & Expense Reimbursement - Event Revenue: Equipment Rental	-	250	(250)	4,992	11,950	(6,958)
SL: Service & Expense Reimbursement - Event Revenue: Information Technology	250	-	250	550	-	550
SL: Service & Expense Reimbursement - Event Revenue: Flowers	-	-	-	528	-	528
SL: Service & Expense Reimbursement - Event Revenue: Trash Removal	-	-	-	260	-	260
SL: Service & Expense Reimbursement - Event Revenue: Telecommunications	250	675	(425)	250	1,194	(944)
SL: Service & Expense Reimbursement - Event Revenue: Insurance	-	-	-	24	-	24
SL: Service & Expense Reimbursement - Event Revenue: Other Expense	-	-	-	-	800	(800)
SL: Service & Expense Reimbursement - Event Revenue: Fees & Commissions	-	4,850	(4,850)	-	11,700	(11,700)
SL: Service & Expense Reimbursement - Event Revenue: Guest Services	-	-	-	-	11,600	(11,600)
Total Event Reimbursement	142,044	101,955	40,089	726,000	490,894	235,106
Direct Event Revenue	801,377	142,830	658,547	3,574,237	623,594	2,950,643
SL: Ticketing Fees - Event Revenue: VIP Lift	12,270	-	12,270	19,730	-	19,730
SL: Ticketing Fees - Event Revenue: Facility Fee	56,298	55,875	423	219,748	236,600	(16,852)
SL: Ticketing Fees - Event Revenue: Ticketing Fees	39,472	29,637	9,835	98,083	93,353	4,730
Total Ticketing Revenue	108,040	85,512	22,528	337,561	329,953	7,608
SL: Premium Seating - Event Revenue: Suites	8,085	-	8,085	9,132	-	9,132
Total Premium Seating	8,085	-	8,085	9,132	-	9,132
SL: Unmanifested Seats - Event Revenue: Individual Suite Rentals	-	8,000	(8,000)	-	8,750	(8,750)
Total Unmanifested Seats	-	8,000	(8,000)	-	8,750	(8,750)
SL: Partnerships - Event Revenue: Suites	-	-	-	589	-	589
Total Event Sponsorships	-	-	-	589	-	589
SL: Merchandise - Event Revenue: Merchandise	-	-	-	5,700	-	5,700
SL: Retail Merchandise - Event Revenue: Other Revenue	-	2,500	(2,500)	-	7,797	(7,797)
Total Merchandise	-	2,500	(2,500)	5,700	7,797	(2,096)
SL: Catering - Event Revenue: NA Beverage	-	-	-	96	-	96
SL: Catering - Event Revenue: Beer	-	-	-	75	-	75
SL: Catering - Event Revenue: Wine	-	-	-	70	-	70



Cross Insurance Arena
Detailed Income Statement
 For the Period Ended: December FY26
 USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
SL: Catering - Event Revenue: Liquor	-	-	-	60	-	60
Total Catering	-	-	-	301	-	301
SL: Concessions - Event Revenue: Food	114,644	95,505	19,139	387,467	269,096	118,371
SL: Concessions - Event Revenue: Beer	130,513	-	130,513	303,458	-	303,458
SL: Concessions - Event Revenue: NA Beverage	53,261	48,818	4,443	218,193	145,914	72,279
SL: Concessions - Event Revenue: Liquor	59,407	39,664	19,743	147,912	148,775	(863)
SL: Concessions - Event Revenue: Service Charge	37,674	-	37,674	104,422	-	104,422
SL: Concessions - Event Revenue: Wine	3,036	2,696	340	7,180	7,799	(619)
SL: Concessions - Event Revenue: Catering	-	-	-	2,567	-	2,567
SL: Concessions - Event Revenue: Canned Beer	-	114,752	(114,752)	-	319,749	(319,749)
Total Concession	398,535	301,435	97,100	1,171,200	891,333	279,867
SL: Miscellaneous Event - Event Revenue: Sponsorship	-	-	-	-	1,400	(1,400)
Total Other Event Revenue	-	-	-	-	1,400	(1,400)
Total Event Revenue	1,316,036	540,277	775,759	5,098,719	1,862,827	3,235,892
Event Costs						
SL: Event Expenses - Event COS: Stagehand	43,587	37,325	(6,262)	235,109	194,280	(40,829)
SL: Event Expenses - Event COS: Artist & Talent Fees	-	-	-	124,034	-	(124,034)
SL: Event Expenses - Event COS: Security	27,934	28,925	991	112,456	119,330	6,874
SL: Event Expenses - Event COS: Production	21,250	500	(20,750)	93,176	24,750	(68,426)
SL: Event Expenses - Event COS: Catering	18,449	28,325	9,876	65,864	65,430	(434)
SL: Event Expenses - Event COS: Cleaning & Cleaning Supplies	16,203	18,600	2,397	45,249	61,350	16,101
SL: Event Expenses - Event COS: Contracted Security	-	-	-	44,063	-	(44,063)
SL: Event Expenses - Event COS: Advertising & Marketing	5,372	1,750	(3,622)	28,805	17,700	(11,105)
SL: Event Expenses - Event COS: Police	7,431	6,075	(1,356)	24,680	21,475	(3,205)
SL: Event Expenses - Event COS: EMT	6,215	6,600	385	21,035	17,380	(3,655)
SL: Event Expenses - Event COS: Operations	5,270	4,975	(295)	18,793	18,575	(218)
SL: Event Expenses - Event COS: Housekeeping/Cleaning	-	-	-	18,245	-	(18,245)
SL: Event Expenses - Event COS: Equipment Rental	11,500	600	(10,900)	13,791	5,750	(8,041)
SL: Event Expenses - Event COS: Ticket Sellers	2,243	2,975	732	7,579	9,060	1,481
SL: Event Expenses - Event COS: Audio Visual	-	-	-	7,290	-	(7,290)
SL: Event Expenses - Event COS: Credit Card Merchant Fees	2,212	1,495	(717)	6,334	6,365	31
SL: Event Expenses - Event COS: Event Changeover	1,855	975	(880)	3,808	2,758	(1,050)
SL: Event Expenses - Event COS: Ushers	-	-	-	3,785	-	(3,785)
SL: Event Expenses - Event COS: Group Sales Commission	1,986	-	(1,986)	3,591	-	(3,591)
SL: Event Expenses - Event COS: Parking Operations	-	-	-	2,500	-	(2,500)
SL: Event Expenses - Event COS: Information Technology	-	-	-	1,688	-	(1,688)
SL: Event Expenses - Event COS: Furniture	-	-	-	1,246	-	(1,246)
SL: Event Expenses - Event COS: Artist Gift	-	-	-	1,000	-	(1,000)
SL: Event Expenses - Event COS: Propane	-	-	-	966	-	(966)
SL: Event Expenses - Event COS: Runners	-	-	-	625	-	(625)
SL: Event Expenses - Event COS: Photography	400	-	(400)	500	-	(500)
SL: Event Expenses - Event COS: Internet & WIFI	-	-	-	375	-	(375)
SL: Event Expenses - Event COS: Licenses, Fees & Permits	-	-	-	300	-	(300)
SL: Event Expenses - Event COS: Entertainment	-	-	-	40	-	(40)
SL: Event Expenses - Event COS: Fees & Commissions	-	1,700	1,700	-	4,210	4,210
SL: Event Expenses - Event COS: Guest Services	-	-	-	-	9,450	9,450
Total Event Operating Expenses	171,905	140,820	(31,085)	886,926	577,863	(309,063)
SL: Premium Catering - Event COS: Liquor	-	6,130	6,130	-	14,712	14,712
SL: Premium Catering - Event COS: NA Beverage	-	7,280	7,280	-	17,472	17,472
SL: Premium Catering - Event COS: Wine	-	220	220	-	528	528
SL: Premium Catering - Event COS: Food	-	26,825	26,825	-	64,380	64,380
SL: Premium Catering - Event COS: Canned Beer	-	14,290	14,290	-	34,296	34,296
Total Catering	-	54,745	54,745	-	131,388	131,388
SL: Concessions - Event COS: FoH Labor	75,485	70,000	(5,485)	225,411	209,950	(15,461)
SL: Concessions - Event COS: Food	59,450	6,956	(52,494)	162,269	36,424	(125,845)



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: December FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
SL: Concessions - Event COS: Sales Tax	25,774	-	(25,774)	76,480	-	(76,480)
SL: Concessions - Event COS: Beer	27,638	-	(27,638)	53,436	-	(53,436)
SL: Concessions - Event COS: NA Beverage	11,967	3,762	(8,205)	42,510	20,289	(22,221)
SL: Concessions - Event COS: Liquor	11,111	3,526	(7,585)	29,701	14,319	(15,382)
SL: Concessions - Event COS: Canned Beer	-	9,617	9,617	11,812	24,350	12,538
SL: Concessions - Event COS: Wine	268	327	59	1,816	1,752	(64)
Total Concession	211,693	94,188	(117,505)	603,434	307,084	(296,350)
Total Event Costs	383,598	289,753	(93,845)	1,490,360	1,016,335	(474,025)
Event Gross Profit before Revenue Sharing	932,438	250,524	681,914	3,608,359	846,492	2,761,868
Promoter & Team Revenue Sharing / Revenue						
SL: Promoter Revenue Share - Event COS: Concessions	-	4,435	4,435	-	61,486	61,486
SL: Team/Tenant Revenue Share - Event COS: Concessions	-	41,150	41,150	-	98,760	98,760
SL: Promoter Revenue Share - Event COS: VIP Revenue	-	-	-	2,160	-	(2,160)
SL: Promoter Revenue Share - Event COS: Merchandise	-	-	-	6,611	-	(6,611)
SL: Promoter Revenue Share - Event COS: Ticketing Fees	-	-	-	18,090	31,367	13,277
SL: Promoter Revenue Share - Event COS: Facility Fee	-	-	-	43,779	(19,715)	(63,494)
SL: Promoter Revenue Share - Event COS: Food & Beverage	42,283	-	(42,283)	117,293	-	(117,293)
SL: Promoter Revenue Share - Event COS: Promoter Profit/Loss	637,581	-	(637,581)	2,610,103	-	(2,610,103)
SL: Team/Tenant Revenue Share - Contra-Event Revenue: Third Party Services	-	7,820	7,820	-	46,920	46,920
Total Promoter & Team Revenue Sharing / Revenue	679,864	53,405	(626,459)	2,798,035	218,818	(2,579,217)
Event Gross Profit	252,574	230,619	21,955	810,324	733,574	76,750
Contracted Revenue						
SL: Premium Seating - Contracted Revenue: All Event Club Seats	-	1,727	(1,727)	-	10,360	(10,360)
SL: Premium Seating - Contracted Revenue: Club Seats	-	-	-	4,061	-	4,061
SL: Premium Seating - Contracted Revenue: Suites	-	17,917	(17,917)	43,134	107,500	(64,366)
Total Premium Seating	-	19,643	(19,643)	47,195	117,860	(70,665)
SL: Partnerships - Contracted Revenue: All Event Club Seats	-	-	-	1,376	-	1,376
SL: Partnerships - Contracted Revenue: Suites	-	-	-	10,497	-	10,497
SL: Partnerships - Contracted Revenue: Arena Sponsor	-	45,833	(45,833)	23,641	275,000	(251,359)
SL: Partnerships - Contracted Revenue: Naming Rights	-	17,917	(17,917)	79,890	107,500	(27,610)
SL: Partnerships - Contracted Revenue: Presenting Sponsor	-	-	-	127,783	-	127,783
Total Sponsorships	-	63,750	(63,750)	243,187	382,500	(139,313)
Total Contracted Revenue	-	83,393	(83,393)	290,382	500,360	(209,978)
Contracted Revenue Expenses						
SL: Premium Seating - Contracted Revenue COS: Commissions	-	15,390	15,390	-	92,342	92,342
Total Premium Seating Expenses	-	15,390	15,390	-	92,342	92,342
Total Contracted Revenue Costs	-	15,390	15,390	-	92,342	92,342
Contracted Gross Profit before Revenue Sharing	-	68,003	(68,003)	290,382	408,018	(117,636)
Completeness Check	-	0	0	0	0	0
Promoter & Team Revenue Sharing / Revenue						
Contracted Revenue Gross Profit	-	68,003	(68,003)	290,382	408,018	(117,636)
Other Revenue						
Total Service Line - Other Revenue: Additional Fee/TM Bump	-	-	-	40	-	40
Total Service Line - Other Revenue: Venue Rentals	0	-	0	4,730	-	4,730
Total Service Line - Other Revenue: Other Revenue	-	13,667	(13,667)	-	47,000	(47,000)
Total Service Line - Other Revenue: Club Seats	455	-	455	455	-	455



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: December FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Total Service Line - Other Revenue: Suites	10,726	-	10,726	10,726	-	10,726
Total Service Line - Other Revenue: Naming Rights	15,677	-	15,677	15,677	-	15,677
Total Service Line - Other Revenue: Presenting Sponsor	25,203	-	25,203	25,203	-	25,203
Total Service Line - Other Revenue: Miscellaneous Income	12,545	-	12,545	22,249	-	22,249
Total Other Revenue	64,606	13,667	50,939	79,081	47,000	32,081
Other Revenue Gross Profit	64,606	13,667	50,939	79,081	47,000	32,081
Total Gross Profit	317,180	312,289	4,891	1,179,787	1,188,592	(8,805)
Indirect Expenses						
60101: Salaries & Wages	72,912	181,424	108,512	515,507	931,542	416,034
60650: Contra-Payroll	-	(60,717)	(60,717)	-	(363,300)	(363,300)
60150: Other Payroll Costs	3,984	-	(3,984)	21,814	-	(21,814)
60200: Bonuses & Commissions	-	2,151	2,151	-	12,906	12,906
60300: Payroll Taxes	18,939	13,645	(5,294)	90,489	81,868	(8,620)
60350: Employee Benefits	19,584	25,540	5,956	120,531	152,929	32,397
60400: Pension & 401K	(5,027)	4,905	9,932	11,778	29,431	17,653
61000: Employee T&E	105	4,642	4,537	3,661	23,452	19,791
62000: Consultants and Professional Services	-	5,838	5,838	-	35,025	35,025
63000: Insurance	21,939	13,500	(8,439)	87,863	81,002	(6,861)
64000: Supplies	9,875	6,642	(3,232)	41,265	42,704	1,439
Repairs & Maintenance	15,800	14,188	(1,613)	58,835	88,125	29,290
Utilities	69,458	55,950	(13,508)	290,851	290,700	(152)
67000: Office Expenses	419	1,125	706	4,166	7,375	3,209
69000: Contracted Services	23,443	20,082	(3,361)	137,052	120,189	(16,862)
70000: Advertising & Marketing	348	1,167	819	2,985	7,200	4,215
72000: Other G&A	9,067	8,808	(259)	49,736	43,350	(6,386)
Total Indirect Expenses	260,845	298,889	38,043	1,436,533	1,584,498	147,965
Net Operating Income / Loss	56,335	13,400	42,935	(256,747)	(395,907)	139,160
Total Net Income	56,335	13,400	42,935	(256,747)	(395,907)	139,160



**Cross Insurance Arena
Operating Expenses by Department**

Total Department

For The Period Ended: December FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	79,077	88,676	9,599	505,421	532,057	26,635	505,421	1,064,113	47%
Salaries & Wages: Salaried Part-Time	123,022	35,248	(87,774)	527,411	211,485	(315,926)	527,411	422,970	125%
Salaries & Wages: Hourly Part-Time	-	17,500	17,500	-	96,000	96,000	-	193,000	-
Salaries & Wages: Temporary Labor	-	40,000	40,000	504	92,000	91,496	504	240,000	0%
Salaries & Wages: Event Wages	(129,187)	-	129,187	(517,830)	-	517,830	(517,830)	-	-
Other Payroll Costs: Payroll Service Fees	-	-	-	4,758	-	(4,758)	4,758	-	-
Other Payroll Costs: Payroll Processing Fees	3,984	-	(3,984)	17,056	-	(17,056)	17,056	-	-
Bonuses & Commissions: Accrued Bonus	-	2,151	2,151	-	12,906	12,906	-	25,812	-
Payroll Taxes: Payroll Taxes (Full-Time)	6,347	5,363	(985)	40,514	32,175	(8,339)	40,514	71,346	57%
Payroll Taxes: Salaried Part-Time	-	-	-	82	-	(82)	82	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	12,592	6,111	(6,481)	49,893	36,665	(13,228)	49,893	73,323	68%
Payroll Taxes: Workers Comp	-	2,171	2,171	-	13,028	13,028	-	26,057	-
Employee Benefits: General Employee Benefits	19,584	25,540	5,956	120,531	152,929	32,397	120,531	315,792	38%
Pension & 401K: General Employee Benefits	-	-	-	(1,569)	-	1,569	(1,569)	-	-
Pension & 401K: Pension & 401K	(5,027)	4,905	9,932	13,347	29,431	16,084	13,347	58,862	23%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	47,543	-
Contra-Payroll: Payroll Recovery PT	-	(60,717)	(60,717)	-	(363,300)	(363,300)	-	(727,000)	-
Total Labor Costs	110,392	166,948	56,556	760,120	845,376	85,256	760,120	1,811,817	42%
Consultants and Professional Services: Payroll Service Fees	-	5,838	5,838	-	35,025	35,025	-	70,050	-
Consultants and Professional Services: Legal Services	-	-	-	-	-	-	-	500	-
62000: Consultants and Professional Services	-	5,838	5,838	-	35,025	35,025	-	70,550	-
Employee T&E: Decorations	-	-	-	165	-	(165)	165	-	-
Employee T&E: Entertainment	105	-	(105)	607	-	(607)	607	-	-
Employee T&E: Meals and Entertainment	-	417	417	-	2,502	2,502	-	5,000	-
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	1,200	-
Employee T&E: Vehicle Parking Expense	-	2,883	2,883	-	17,300	17,300	-	34,600	-
Employee T&E: Training, Conferences, Meetings	-	400	400	2,889	1,250	(1,639)	2,889	16,050	18%
Employee T&E: Gifts	-	250	250	-	250	250	-	250	-
Employee T&E: Customer Relations	-	692	692	-	2,150	2,150	-	4,150	-
61000: Employee T&E	105	4,642	4,537	3,661	23,452	19,791	3,661	61,250	6%
Insurance: Workers Comp	10,436	-	(10,436)	26,090	-	(26,090)	26,090	-	-
Insurance: Insurance and Bonding	11,503	13,500	1,997	61,772	81,002	19,230	61,772	162,004	38%
63000: Insurance	21,939	13,500	(8,439)	87,863	81,002	(6,861)	87,863	162,004	54%
Supplies: Cleaning & Cleaning Supplies	-	-	-	5,228	-	(5,228)	5,228	-	-
Supplies: CO2/Gas	-	-	-	126	-	(126)	126	-	-
Supplies: Propane	233	-	(233)	304	-	(304)	304	-	-
Supplies: Uniforms	-	-	-	-	1,500	1,500	-	1,750	-
Supplies: Vehicle Fuel	138	-	(138)	138	-	(138)	138	-	-
Supplies: Paper Products	-	-	-	8,763	1,500	(7,263)	8,763	5,000	175%
Supplies: Cleaning Supplies	-	-	-	1,200	-	(1,200)	1,200	-	-
Supplies: Smallwares	25	167	142	(8,742)	1,000	9,742	(8,742)	2,000	-437%
Supplies: Office Supplies	180	100	(80)	1,136	450	(686)	1,136	1,000	114%
Supplies: General Supplies	-	2,333	2,333	-	14,000	14,000	-	28,000	-
Supplies: Building Supplies	1,853	-	(1,853)	14,112	-	(14,112)	14,112	-	-
Supplies: Hockey Supplies	-	-	-	1,692	-	(1,692)	1,692	-	-
Supplies: Radios	-	-	-	340	-	(340)	340	-	-
Supplies: Security Supplies	-	709	709	-	4,254	4,254	-	8,508	-
Supplies: Ice Supplies	1,905	-	(1,905)	1,965	-	(1,965)	1,965	-	-
Supplies: Electrical Supplies	-	-	-	355	-	(355)	355	-	-
Supplies: Janitorial Supplies	5,542	3,333	(2,209)	13,282	20,000	6,718	13,282	40,000	33%
Supplies: Promotional Supplies	-	-	-	1,366	-	(1,366)	1,366	-	-
64000: Supplies	9,875	6,642	(3,232)	41,265	42,704	1,439	41,265	86,258	48%
General R&M : Kitchen Equipment	-	2,083	2,083	-	12,500	12,500	-	25,000	-
General R&M: Repairs & Maintenance	1,058	-	(1,058)	4,093	-	(4,093)	4,093	-	-
General R&M: Equipment Rental	-	-	-	-	3,000	3,000	-	5,000	-
General R&M : Equipment Maintenance	1,592	3,750	2,158	17,485	22,500	5,015	17,485	45,000	39%
General R&M : General Repairs & Maintenance	8,144	3,813	(4,331)	27,235	22,875	(4,360)	27,235	45,750	60%
General R&M : Hockey Equipment	-	3,667	3,667	-	22,000	22,000	-	44,000	-
General R&M : Plumbing repairs	-	-	-	1,014	-	(1,014)	1,014	-	-
General R&M : Elevator/Escalator Repair	5,006	-	(5,006)	7,674	-	(7,674)	7,674	-	-
General R&M : R&M Equipment Fund	-	-	-	1,334	-	(1,334)	1,334	-	-
General R&M: Leased Equipment & Vehicles	-	875	875	-	5,250	5,250	-	10,500	-
65001: General R&M	15,800	14,188	(1,613)	58,835	88,125	29,290	58,835	175,250	34%
Repairs & Maintenance	15,800	14,188	(1,613)	58,835	88,125	29,290	58,835	175,250	34%
General Utilities: Propane	-	-	-	79	-	(79)	79	-	-
General Utilities: Cell Phone & Data	-	108	108	510	650	140	510	1,300	39%
General Utilities: General Utilities	-	-	-	577	-	(577)	577	-	-
General Utilities: Telephone	3,933	-	(3,933)	13,985	-	(13,985)	13,985	-	-
General Utilities: Internet & WIFI	416	4,008	3,592	10,269	24,050	13,781	10,269	48,100	21%
General Utilities: Alarm & CCTV	30	-	(30)	30	-	(30)	30	-	-
General Utilities: Electricity	43,069	29,167	(13,902)	207,703	175,000	(32,703)	207,703	350,000	59%
General Utilities: Water	3,621	583	(3,037)	10,354	3,500	(6,854)	10,354	7,000	148%
General Utilities: Sewer	527	2,083	1,556	605	12,500	11,895	605	25,000	2%
General Utilities: Natural Gas	17,862	20,000	2,138	44,407	75,000	30,593	44,407	150,000	30%
General Utilities: Water Services	-	-	-	2,332	-	(2,332)	2,332	-	-
66001: General Utilities	69,458	55,950	(13,508)	290,851	290,700	(152)	290,851	581,400	50%
Utilities	69,458	55,950	(13,508)	290,851	290,700	(152)	290,851	581,400	50%
Office Expenses: Postage & Freight	-	-	-	140	-	(140)	140	-	-
Office Expenses: Postage	136	167	31	1,177	1,500	323	1,177	2,500	47%
Office Expenses: Printing	-	42	42	-	500	500	-	750	-
Office Expenses: Office Supplies	283	625	342	2,561	3,750	1,189	2,561	7,500	34%
Office Expenses: Telephone	-	292	292	-	1,625	1,625	-	3,250	-



**Cross Insurance Arena
Operating Expenses by Department**

Total Department

For The Period Ended: December FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Office Expenses: Water	-	-	-	236	-	(236)	236	-	-
Office Expenses: Office Refreshments	-	-	-	53	-	(53)	53	-	-
67000: Office Expenses	419	1,125	706	4,166	7,375	3,209	4,166	14,000	30%
Contracted Services: Information Technology	-	-	-	9,889	-	(9,889)	9,889	-	-
Contracted Services: Banners, Signage, Graphics	-	521	521	-	3,125	3,125	-	6,250	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	952	-	(952)	952	-	-
Contracted Services: Laundry - Uniform	-	583	583	-	3,500	3,500	-	7,000	-
Contracted Services: Trash Removal	3,475	2,000	(1,475)	13,434	12,000	(1,434)	13,434	24,000	56%
Contracted Services: Contracted Security	-	563	563	30	3,375	3,345	30	6,750	0%
Contracted Services: Equipment Rental	63	-	(63)	253	-	(253)	253	-	-
Contracted Services: Cell Phone & Data	102	-	(102)	102	-	(102)	102	-	-
Contracted Services: Elevator/Escalator Repair	-	1,375	1,375	-	8,250	8,250	-	16,500	-
Contracted Services: Internet & WIFI	520	-	(520)	3,559	-	(3,559)	3,559	-	-
Contracted Services: Alarm & CCTV	-	-	-	245	-	(245)	245	-	-
Contracted Services: Armored Car	347	200	(147)	1,682	900	(782)	1,682	2,000	84%
Contracted Services: Pest Control	270	300	30	1,620	1,800	180	1,620	3,600	45%
Contracted Services: Background Checks	-	63	63	-	375	375	-	750	-
Contracted Services: Inspections	-	458	458	14,704	2,750	(11,954)	14,704	5,500	267%
Contracted Services: IT Services	1,012	2,500	1,488	8,173	15,000	6,827	8,173	30,000	27%
Contracted Services: Website Maintenance	650	-	(650)	1,300	-	(1,300)	1,300	-	-
Contracted Services: Snow Removal	-	-	-	-	-	-	-	250	-
Contracted Services: Window/Facade Cleaning	-	-	-	655	-	(655)	655	-	-
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	-	-	-	100	-	(100)	100	-	-
Contracted Services: Water Services	-	-	-	527	-	(527)	527	-	-
Contracted Services: Parking	3,700	-	(3,700)	9,846	-	(9,846)	9,846	-	-
Contracted Services: Software & Licenses	2,915	767	(2,148)	6,349	4,600	(1,749)	6,349	9,200	69%
Contracted Services: Management Fee (Base)	10,389	10,752	364	62,333	64,515	2,182	62,333	129,029	48%
Contracted Services: Website fees	-	-	-	1,300	-	(1,300)	1,300	-	-
69000: Contracted Services	23,443	20,082	(3,361)	137,052	120,189	(16,862)	137,052	240,829	57%
Advertising & Marketing: Advertising & Marketing	228	-	(228)	803	-	(803)	803	-	-
Advertising & Marketing: Photography	-	-	-	100	-	(100)	100	-	-
Advertising & Marketing: Advertising	-	517	517	663	3,300	2,637	663	6,400	10%
Advertising & Marketing: Website fees	-	650	650	1,300	3,900	2,600	1,300	7,800	17%
Advertising & Marketing: Subscriptions	120	-	(120)	120	-	(120)	120	-	-
70000: Advertising & Marketing	348	1,167	819	2,985	7,200	4,215	2,985	14,200	21%
Other G&A: Information Technology	-	-	-	3,274	-	(3,274)	3,274	-	-
Other G&A: Bank and Merchant Processing Fees	-	-	-	90	-	(90)	90	-	-
Other G&A: Licenses, Fees & Permits	426	713	287	4,924	4,275	(649)	4,924	8,550	58%
Other G&A: Printing	-	125	125	90	750	660	90	1,500	6%
Other G&A: Customer Relations	-	250	250	-	450	450	-	650	-
Other G&A: Building Supplies	95	-	(95)	95	-	(95)	95	-	-
Other G&A: Internet & WIFI	-	-	-	95	-	(95)	95	-	-
Other G&A: Parking	-	-	-	8,874	-	(8,874)	8,874	-	-
Other G&A: Software & Licenses	328	-	(328)	656	-	(656)	656	-	-
Other G&A: Dues and Subscriptions	678	721	42	4,124	4,575	451	4,124	8,900	46%
Other G&A: Credit Card Merchant Fees	7,422	7,000	(422)	26,963	33,300	6,337	26,963	75,500	36%
Other G&A: Cash Over/Short	118	-	(118)	551	-	(551)	551	-	-
72000: Other G&A	9,067	8,808	(259)	49,736	43,350	(6,386)	49,736	95,100	52%
Total Non Labor Costs	150,454	131,941	(18,513)	676,414	739,122	62,709	676,414	1,500,841	45%
Total Operating Expenses	260,845	298,889	38,043	1,436,533	1,584,498	147,965	1,436,533	3,312,658	43%



**Cross Insurance Arena
Operating Expenses by Department**

D: Third Party Partnerships

For The Period Ended: December FY26

USD

	Period to Date			Year to Date			% of Annual Budget Achieved		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Employee T&E: Customer Relations	-	292	292	-	1,750	1,750	-	3,500	-
61000: Employee T&E	-	292	292	-	1,750	1,750	-	3,500	-
Office Expenses: Printing	-	-	-	-	250	250	-	250	-
67000: Office Expenses	-	-	-	-	250	250	-	250	-
Contracted Services: Banners, Signage, Graphics	-	521	521	-	3,125	3,125	-	6,250	-
69000: Contracted Services	-	521	521	-	3,125	3,125	-	6,250	-
Total Non Labor Costs	-	813	813	-	5,125	5,125	-	10,000	-
Total Operating Expenses	-	813	813	-	5,125	5,125	-	10,000	-



**Cross Insurance Arena
Operating Expenses by Department**

D: Event Services

For The Period Ended: December FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	16,719	18,112	1,393	108,647	108,675	28	108,647	217,350	50%
Salaries & Wages: Salaried Part-Time	67,007	-	(67,007)	329,939	-	(329,939)	329,939	-	-
Salaries & Wages: Event Wages	(71,521)	-	71,521	(349,704)	-	349,704	(349,704)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	1,269	1,386	117	8,215	8,314	99	8,215	18,535	44%
Payroll Taxes: Payroll Taxes (Part-Time)	6,966	741	(6,226)	31,204	4,445	(26,759)	31,204	8,890	351%
Payroll Taxes: Workers Comp	-	516	516	-	3,094	3,094	-	6,189	-
Employee Benefits: General Employee Benefits	5,980	7,326	1,346	35,608	43,955	8,347	35,608	87,910	41%
Pension & 401K: General Employee Benefits	-	-	-	(472)	-	472	(472)	-	-
Pension & 401K: Pension & 401K	(1,397)	945	2,342	3,193	5,667	2,474	3,193	11,334	28%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	9,315	-
Contra-Payroll: Payroll Recovery PT	-	(300)	(300)	-	(800)	(800)	-	(2,000)	-
Total Labor Costs	25,024	28,725	3,701	166,630	173,350	6,720	166,630	357,523	47%
Employee T&E: Training, Conferences, Meetings	-	150	150	1,644	150	(1,494)	1,644	3,150	52%
61000: Employee T&E	-	150	150	1,644	150	(1,494)	1,644	3,150	52%
Supplies: CO2/Gas	-	-	-	126	-	(126)	126	-	-
Supplies: Uniforms	-	-	-	-	750	750	-	1,000	-
Supplies: Office Supplies	-	-	-	105	-	(105)	105	-	-
Supplies: Building Supplies	921	-	(921)	2,601	-	(2,601)	2,601	-	-
Supplies: Radios	-	-	-	340	-	(340)	340	-	-
Supplies: Security Supplies	-	709	709	-	4,254	4,254	-	8,508	-
Supplies: Electrical Supplies	-	-	-	355	-	(355)	355	-	-
64000: Supplies	921	709	(212)	3,527	5,004	1,477	3,527	9,508	37%
General R&M: Repairs & Maintenance	-	-	-	2,025	-	(2,025)	2,025	-	-
65001: General R&M	-	-	-	2,025	-	(2,025)	2,025	-	-
Repairs & Maintenance	-	-	-	2,025	-	(2,025)	2,025	-	-
General Utilities: Alarm & CCTV	30	-	(30)	30	-	(30)	30	-	-
66001: General Utilities	30	-	(30)	30	-	(30)	30	-	-
Utilities	30	-	(30)	30	-	(30)	30	-	-
Contracted Services: Information Technology	-	-	-	2,500	-	(2,500)	2,500	-	-
Contracted Services: Contracted Security	-	563	563	30	3,375	3,345	30	6,750	0%
Contracted Services: Equipment Rental	63	-	(63)	253	-	(253)	253	-	-
Contracted Services: Alarm & CCTV	-	-	-	215	-	(215)	215	-	-
Contracted Services: IT Services	-	-	-	420	-	(420)	420	-	-
Contracted Services: Software & Licenses	625	767	142	1,250	4,600	3,350	1,250	9,200	14%
69000: Contracted Services	688	1,329	641	4,668	7,975	3,307	4,668	15,950	29%
Other G&A: Dues and Subscriptions	261	-	(261)	1,107	-	(1,107)	1,107	-	-
72000: Other G&A	261	-	(261)	1,107	-	(1,107)	1,107	-	-
Total Non Labor Costs	1,900	2,188	288	13,001	13,129	128	13,001	28,608	45%
Total Operating Expenses	26,924	30,913	3,989	179,631	186,479	6,848	179,631	386,131	47%



**Cross Insurance Arena
Operating Expenses by Department**

D: Food & Beverage

For The Period Ended: December FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	10,084	11,258	1,174	58,066	67,550	9,484	58,066	135,100	43%
Salaries & Wages: Salaried Part-Time	45,029	35,248	(9,781)	138,482	211,485	73,003	138,482	422,970	33%
Salaries & Wages: Temporary Labor	-	40,000	40,000	504	92,000	91,496	504	240,000	0%
Salaries & Wages: Event Wages	(46,313)	-	46,313	(134,354)	-	134,354	(134,354)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	812	738	(74)	4,668	4,429	(239)	4,668	9,494	49%
Payroll Taxes: Payroll Taxes (Part-Time)	4,684	3,172	(1,512)	13,695	19,033	5,339	13,695	38,067	36%
Payroll Taxes: Workers Comp	-	191	191	-	1,143	1,143	-	2,287	-
Employee Benefits: General Employee Benefits	2,623	2,756	133	14,537	16,536	1,999	14,537	33,078	44%
Pension & 401K: Pension & 401K	(781)	640	1,421	(112)	3,838	3,950	(112)	7,676	-1%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	8,509	-
Contra-Payroll: Payroll Recovery PT	-	(52,083)	(52,083)	-	(312,500)	(312,500)	-	(625,000)	-
Total Labor Costs	16,138	41,919	25,781	95,487	103,515	8,028	95,487	272,181	35%
Employee T&E: Training, Conferences, Meetings	-	-	-	169	600	432	169	600	28%
61000: Employee T&E	-	-	-	169	600	432	169	600	28%
Supplies: Cleaning & Cleaning Supplies	-	-	-	1,613	-	(1,613)	1,613	-	-
Supplies: Paper Products	-	-	-	8,763	1,500	(7,263)	8,763	5,000	175%
Supplies: Cleaning Supplies	-	-	-	523	-	(523)	523	-	-
Supplies: Smallwares	25	167	142	(8,742)	1,000	9,742	(8,742)	2,000	-437%
Supplies: Office Supplies	-	-	-	600	-	(600)	600	-	-
Supplies: Building Supplies	-	-	-	277	-	(277)	277	-	-
Supplies: Janitorial Supplies	835	-	(835)	2,170	-	(2,170)	2,170	-	-
64000: Supplies	860	167	(693)	5,204	2,500	(2,704)	5,204	7,000	74%
General R&M: Kitchen Equipment	-	2,083	2,083	-	12,500	12,500	-	25,000	-
General R&M: Repairs & Maintenance	-	-	-	1,009	-	(1,009)	1,009	-	-
General R&M: Equipment Maintenance	-	-	-	4,650	-	(4,650)	4,650	-	-
General R&M: General Repairs & Maintenance	168	-	(168)	168	-	(168)	168	-	-
65001: General R&M	168	2,083	1,916	5,827	12,500	6,673	5,827	25,000	23%
Repairs & Maintenance	168	2,083	1,916	5,827	12,500	6,673	5,827	25,000	23%
General Utilities: Cell Phone & Data	-	108	108	255	650	395	255	1,300	20%
66001: General Utilities	-	108	108	255	650	395	255	1,300	20%
Utilities	-	108	108	255	650	395	255	1,300	20%
Contracted Services: Information Technology	-	-	-	6,869	-	(6,869)	6,869	-	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	167	-	(167)	167	-	-
Contracted Services: Laundry - Uniform	-	583	583	-	3,500	3,500	-	7,000	-
Contracted Services: Cell Phone & Data	51	-	(51)	51	-	(51)	51	-	-
Contracted Services: Inspections	-	-	-	1,278	-	(1,278)	1,278	-	-
Contracted Services: IT Services	-	2,500	2,500	-	15,000	15,000	-	30,000	-
Contracted Services: Software & Licenses	2,290	-	(2,290)	4,579	-	(4,579)	4,579	-	-
69000: Contracted Services	2,340	3,083	743	12,943	18,500	5,557	12,943	37,000	35%
Advertising & Marketing: Advertising	-	-	-	-	200	200	-	200	-
70000: Advertising & Marketing	-	-	-	-	200	200	-	200	-
Other G&A: Information Technology	-	-	-	2,290	-	(2,290)	2,290	-	-
Other G&A: Bank and Merchant Processing Fees	-	-	-	90	-	(90)	90	-	-
Other G&A: Licenses, Fees & Permits	76	88	12	455	525	70	455	1,050	43%
Other G&A: Dues and Subscriptions	110	-	(110)	205	250	45	205	250	82%
Other G&A: Credit Card Merchant Fees	8,595	7,000	(1,595)	26,638	33,000	6,362	26,638	75,000	36%
Other G&A: Cash Over/Short	118	-	(118)	551	-	(551)	551	-	-
72000: Other G&A	8,899	7,088	(1,812)	30,228	33,775	3,547	30,228	76,300	40%
Total Non Labor Costs	12,267	12,529	262	54,626	68,725	14,099	54,626	147,400	37%
Total Operating Expenses	28,405	54,448	26,044	150,113	172,240	22,126	150,113	419,581	36%



Cross Insurance Arena
Operating Expenses by Department
 D: Overhead & Other Support Services
 For The Period Ended: December FY26
 USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Other Payroll Costs: Payroll Processing Fees	3,984	-	(3,984)	3,984	-	(3,984)	3,984	-	-
Total Labor Costs	3,984	-	(3,984)	3,984	-	(3,984)	3,984	-	-
Consultants and Professional Services: Legal Services	-	-	-	-	-	-	-	500	-
62000: Consultants and Professional Services	-	-	-	-	-	-	-	500	-
Employee T&E: Vehicle Parking Expense	-	2,883	2,883	-	17,300	17,300	-	34,600	-
61000: Employee T&E	-	2,883	2,883	-	17,300	17,300	-	34,600	-
Insurance: Workers Comp	10,436	-	(10,436)	26,090	-	(26,090)	26,090	-	-
Insurance: Insurance and Bonding	11,503	13,500	1,997	61,772	81,002	19,230	61,772	162,004	38%
63000: Insurance	21,939	13,500	(8,439)	87,863	81,002	(6,861)	87,863	162,004	54%
Supplies: Vehicle Fuel	138	-	(138)	138	-	(138)	138	-	-
Supplies: Office Supplies	53	-	(53)	258	-	(258)	258	-	-
64000: Supplies	191	-	(191)	396	-	(396)	396	-	-
General R&M : General Repairs & Maintenance	-	63	63	-	375	375	-	750	-
General R&M: Leased Equipment & Vehicles	-	875	875	-	5,250	5,250	-	10,500	-
65001: General R&M	-	938	938	-	5,625	5,625	-	11,250	-
Repairs & Maintenance	-	938	938	-	5,625	5,625	-	11,250	-
General Utilities: General Utilities	-	-	-	577	-	(577)	577	-	-
General Utilities: Telephone	3,933	-	(3,933)	13,985	-	(13,985)	13,985	-	-
General Utilities: Internet & WIFI	416	4,008	3,592	10,269	24,050	13,781	10,269	48,100	21%
General Utilities: Electricity	43,069	29,167	(13,902)	207,703	175,000	(32,703)	207,703	350,000	59%
General Utilities: Water	3,621	583	(3,037)	10,354	3,500	(6,854)	10,354	7,000	148%
General Utilities: Sewer	527	2,083	1,556	605	12,500	11,895	605	25,000	2%
General Utilities: Natural Gas	17,862	20,000	2,138	44,407	75,000	30,593	44,407	150,000	30%
General Utilities: Water Services	-	-	-	2,332	-	(2,332)	2,332	-	-
66001: General Utilities	69,428	55,842	(13,586)	290,233	290,050	(183)	290,233	580,100	50%
Utilities	69,428	55,842	(13,586)	290,233	290,050	(183)	290,233	580,100	50%
Office Expenses: Postage & Freight	-	-	-	140	-	(140)	140	-	-
Office Expenses: Postage	136	167	31	1,177	1,500	323	1,177	2,500	47%
Office Expenses: Office Supplies	283	625	342	2,561	3,750	1,189	2,561	7,500	34%
Office Expenses: Water	-	-	-	236	-	(236)	236	-	-
Office Expenses: Office Refreshments	-	-	-	53	-	(53)	53	-	-
67000: Office Expenses	419	792	373	4,166	5,250	1,084	4,166	10,000	42%
Contracted Services: Internet & WIFI	520	-	(520)	3,559	-	(3,559)	3,559	-	-
Contracted Services: IT Services	762	-	(762)	6,463	-	(6,463)	6,463	-	-
Contracted Services: Water Services	-	-	-	527	-	(527)	527	-	-
Contracted Services: Parking	3,700	-	(3,700)	9,846	-	(9,846)	9,846	-	-
Contracted Services: Software & Licenses	-	-	-	520	-	(520)	520	-	-
Contracted Services: Management Fee (Base)	10,389	10,752	364	62,333	64,515	2,182	62,333	129,029	48%
Contracted Services: Website fees	-	-	-	650	-	(650)	650	-	-
69000: Contracted Services	15,371	10,752	(4,618)	83,898	64,515	(19,384)	83,898	129,029	65%
Other G&A: Information Technology	-	-	-	656	-	(656)	656	-	-
Other G&A: Licenses, Fees & Permits	350	625	275	4,141	3,750	(391)	4,141	7,500	55%
Other G&A: Internet & WIFI	-	-	-	95	-	(95)	95	-	-
Other G&A: Parking	-	-	-	8,874	-	(8,874)	8,874	-	-
72000: Other G&A	350	625	275	13,766	3,750	(10,016)	13,766	7,500	184%
Total Non Labor Costs	107,697	85,332	(22,366)	480,322	467,491	(12,830)	480,322	934,983	51%
Total Operating Expenses	111,681	85,332	(26,349)	484,306	467,491	(16,814)	484,306	934,983	52%



**Cross Insurance Arena
Operating Expenses by Department**

D: Partnerships

For The Period Ended: December FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Supplies: Promotional Supplies	-	-	-	1,366	-	(1,366)	1,366	-	-
64000: Supplies	-	-	-	1,366	-	(1,366)	1,366	-	-
Total Non Labor Costs	-	-	-	1,366	-	(1,366)	1,366	-	-
Total Operating Expenses	-	-	-	1,366	-	(1,366)	1,366	-	-



**Cross Insurance Arena
Operating Expenses by Department**

D: Sales

For The Period Ended: December FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	-	-	-	7,723	-	(7,723)	7,723	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	-	-	-	634	-	(634)	634	-	-
Employee Benefits: General Employee Benefits	-	-	-	1,252	-	(1,252)	1,252	-	-
Pension & 401K: Pension & 401K	-	-	-	581	-	(581)	581	-	-
Total Labor Costs	-	-	-	10,189	-	(10,189)	10,189	-	-
Total Operating Expenses	-	-	-	10,189	-	(10,189)	10,189	-	-



**Cross Insurance Arena
Operating Expenses by Department**

D: Ticketing & Box Office

For The Period Ended: December FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	9,560	10,147	588	62,090	60,884	(1,206)	62,090	121,768	51%
Salaries & Wages: Salaried Part-Time	2,940	-	(2,940)	9,931	-	(9,931)	9,931	-	-
Salaries & Wages: Hourly Part-Time	-	3,000	3,000	-	10,000	10,000	-	20,000	-
Salaries & Wages: Event Wages	(2,243)	-	2,243	(7,579)	-	7,579	(7,579)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	737	708	(29)	5,370	4,247	(1,122)	5,370	9,131	59%
Payroll Taxes: Salaried Part-Time	-	-	-	82	-	(82)	82	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	310	300	(10)	1,193	1,800	607	1,193	3,600	33%
Payroll Taxes: Workers Comp	-	123	123	-	737	737	-	1,473	-
Employee Benefits: General Employee Benefits	3,629	4,322	693	21,398	25,932	4,534	21,398	51,875	41%
Pension & 401K: General Employee Benefits	-	-	-	(170)	-	170	(170)	-	-
Pension & 401K: Pension & 401K	(340)	534	873	1,822	3,202	1,380	1,822	6,404	28%
Total Labor Costs	14,592	19,134	4,541	94,138	106,802	12,664	94,138	214,251	44%
Employee T&E: Training, Conferences, Meetings	-	-	-	700	-	(700)	700	2,000	35%
61000: Employee T&E	-	-	-	700	-	(700)	700	2,000	35%
Supplies: Office Supplies	127	100	(27)	173	450	277	173	1,000	17%
64000: Supplies	127	100	(27)	173	450	277	173	1,000	17%
Office Expenses: Printing	-	42	42	-	250	250	-	500	-
Office Expenses: Telephone	-	54	54	-	325	325	-	650	-
67000: Office Expenses	-	96	96	-	575	575	-	1,150	-
Contracted Services: Armored Car	347	200	(147)	1,682	900	(782)	1,682	2,000	84%
69000: Contracted Services	347	200	(147)	1,682	900	(782)	1,682	2,000	84%
Other G&A: Credit Card Merchant Fees	(1,173)	-	1,173	325	300	(25)	325	500	65%
72000: Other G&A	(1,173)	-	1,173	325	300	(25)	325	500	65%
Total Non Labor Costs	(699)	396	1,095	2,880	2,225	(655)	2,880	6,650	43%
Total Operating Expenses	13,893	19,530	5,637	97,018	109,027	12,009	97,018	220,901	44%



**Cross Insurance Arena
Operating Expenses by Department**

D: Operations

For The Period Ended: December FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	15,113	16,369	1,256	93,405	98,212	4,807	93,405	196,424	48%
Salaries & Wages: Salaried Part-Time	7,253	-	(7,253)	43,162	-	(43,162)	43,162	-	-
Salaries & Wages: Hourly Part-Time	-	12,500	12,500	-	75,000	75,000	-	150,000	-
Salaries & Wages: Event Wages	(7,125)	-	7,125	(22,602)	-	22,602	(22,602)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	1,190	933	(257)	6,667	5,601	(1,066)	6,667	12,473	53%
Payroll Taxes: Payroll Taxes (Part-Time)	631	1,898	1,267	3,847	11,387	7,540	3,847	22,766	17%
Payroll Taxes: Workers Comp	-	347	347	-	2,085	2,085	-	4,169	-
Employee Benefits: General Employee Benefits	4,726	6,695	1,969	29,603	40,170	10,567	29,603	80,343	37%
Pension & 401K: General Employee Benefits	-	-	-	(204)	-	204	(204)	-	-
Pension & 401K: Pension & 401K	(916)	855	1,771	2,838	5,132	2,294	2,838	10,265	28%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	8,858	-
Contra-Payroll: Payroll Recovery PT	-	(8,333)	(8,333)	-	(50,000)	(50,000)	-	(100,000)	-
Total Labor Costs	20,873	31,264	10,392	156,717	187,587	30,870	156,717	385,299	41%
Employee T&E: Training, Conferences, Meetings	-	-	-	-	-	-	-	500	-
61000: Employee T&E	-	-	-	-	-	-	-	500	-
Supplies: Cleaning & Cleaning Supplies	-	-	-	3,615	-	(3,615)	3,615	-	-
Supplies: Propane	233	-	(233)	304	-	(304)	304	-	-
Supplies: Uniforms	-	-	-	-	750	750	-	750	-
Supplies: Cleaning Supplies	-	-	-	677	-	(677)	677	-	-
Supplies: General Supplies	-	2,333	2,333	-	14,000	14,000	-	28,000	-
Supplies: Building Supplies	932	-	(932)	11,234	-	(11,234)	11,234	-	-
Supplies: Hockey Supplies	-	-	-	1,692	-	(1,692)	1,692	-	-
Supplies: Ice Supplies	1,905	-	(1,905)	1,965	-	(1,965)	1,965	-	-
Supplies: Janitorial Supplies	4,707	3,333	(1,374)	11,112	20,000	8,888	11,112	40,000	28%
64000: Supplies	7,777	5,667	(2,110)	30,599	34,750	4,151	30,599	68,750	45%
General R&M: Repairs & Maintenance	1,058	-	(1,058)	1,058	-	(1,058)	1,058	-	-
General R&M: Equipment Rental	-	-	-	-	3,000	3,000	-	5,000	-
General R&M: Equipment Maintenance	1,592	3,750	2,158	12,835	22,500	9,665	12,835	45,000	29%
General R&M: General Repairs & Maintenance	7,976	3,750	(4,226)	27,067	22,500	(4,567)	27,067	45,000	60%
General R&M: Hockey Equipment	-	3,667	3,667	-	22,000	22,000	-	44,000	-
General R&M: Plumbing repairs	-	-	-	1,014	-	(1,014)	1,014	-	-
General R&M: Elevator/Escalator Repair	5,006	-	(5,006)	7,674	-	(7,674)	7,674	-	-
General R&M: R&M Equipment Fund	-	-	-	1,334	-	(1,334)	1,334	-	-
65001: General R&M	15,633	11,167	(4,466)	50,983	70,000	19,017	50,983	139,000	37%
Repairs & Maintenance	15,633	11,167	(4,466)	50,983	70,000	19,017	50,983	139,000	37%
General Utilities: Propane	-	-	-	79	-	(79)	79	-	-
General Utilities: Cell Phone & Data	-	-	-	255	-	(255)	255	-	-
66001: General Utilities	-	-	-	334	-	(334)	334	-	-
Utilities	-	-	-	334	-	(334)	334	-	-
Office Expenses: Telephone	-	54	54	-	325	325	-	650	-
67000: Office Expenses	-	54	54	-	325	325	-	650	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	785	-	(785)	785	-	-
Contracted Services: Trash Removal	3,475	2,000	(1,475)	13,434	12,000	(1,434)	13,434	24,000	56%
Contracted Services: Cell Phone & Data	51	-	(51)	51	-	(51)	51	-	-
Contracted Services: Elevator/Escalator Repair	-	1,375	1,375	-	8,250	8,250	-	16,500	-
Contracted Services: Alarm & CCTV	-	-	-	30	-	(30)	30	-	-
Contracted Services: Pest Control	270	300	30	1,620	1,800	180	1,620	3,600	45%
Contracted Services: Inspections	-	458	458	13,426	2,750	(10,676)	13,426	5,500	244%
Contracted Services: Snow Removal	-	-	-	-	-	-	-	250	-
Contracted Services: Window/Facade Cleaning	-	-	-	655	-	(655)	655	-	-
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	-	-	-	100	-	(100)	100	-	-
69000: Contracted Services	3,796	4,133	338	30,100	24,800	(5,300)	30,100	49,850	60%
Other G&A: Building Supplies	95	-	(95)	95	-	(95)	95	-	-
Other G&A: Dues and Subscriptions	-	21	21	350	125	(225)	350	250	140%
72000: Other G&A	95	21	(74)	445	125	(320)	445	250	178%
Total Non Labor Costs	27,300	21,042	(6,258)	112,461	130,000	17,539	112,461	259,000	43%
Total Operating Expenses	48,173	52,306	4,133	269,178	317,587	48,409	269,178	644,299	42%



**Cross Insurance Arena
Operating Expenses by Department**

D: Executive Management

For The Period Ended: December FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	9,993	10,826	833	64,940	64,957	17	64,940	129,913	50%
Salaries & Wages: Salaried Part-Time	793	-	(793)	5,897	-	(5,897)	5,897	-	-
Salaries & Wages: Hourly Part-Time	-	2,000	2,000	-	11,000	11,000	-	23,000	-
Bonuses & Commissions: Accrued Bonus	-	1,083	1,083	-	6,496	6,496	-	12,991	-
Payroll Taxes: Payroll Taxes (Full-Time)	875	622	(253)	5,812	3,733	(2,079)	5,812	8,101	72%
Payroll Taxes: Payroll Taxes (Part-Time)	-	-	-	(45)	-	45	(45)	-	-
Payroll Taxes: Workers Comp	-	339	339	-	2,034	2,034	-	4,069	-
Employee Benefits: General Employee Benefits	1,308	1,543	235	7,663	9,258	1,595	7,663	18,521	41%
Pension & 401K: General Employee Benefits	-	-	-	(103)	-	103	(103)	-	-
Pension & 401K: Pension & 401K	(179)	746	925	(74)	4,475	4,548	(74)	8,949	-1%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	12,987	-
Total Labor Costs	12,790	17,159	4,369	84,089	101,952	17,863	84,089	218,532	38%
Employee T&E: Decorations	-	-	-	165	-	(165)	165	-	-
Employee T&E: Entertainment	105	-	(105)	607	-	(607)	607	-	-
Employee T&E: Meals and Entertainment	-	417	417	-	2,502	2,502	-	5,000	-
Employee T&E: Training, Conferences, Meetings	-	-	-	-	-	-	-	2,000	-
Employee T&E: Gifts	-	250	250	-	250	250	-	250	-
61000: Employee T&E	105	667	562	772	2,752	1,980	772	7,250	11%
Office Expenses: Telephone	-	75	75	-	325	325	-	650	-
67000: Office Expenses	-	75	75	-	325	325	-	650	-
Other G&A: Dues and Subscriptions	-	150	150	1,170	900	(270)	1,170	1,800	65%
72000: Other G&A	-	150	150	1,170	900	(270)	1,170	1,800	65%
Total Non Labor Costs	105	892	787	1,942	3,977	2,035	1,942	9,700	20%
Total Operating Expenses	12,895	18,051	5,156	86,030	105,929	19,899	86,030	228,232	38%



**Cross Insurance Arena
Operating Expenses by Department**

D: Finance & Accounting

For The Period Ended: December FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	9,862	10,684	822	64,089	64,105	17	64,089	128,211	50%
Other Payroll Costs: Payroll Service Fees	-	-	-	4,758	-	(4,758)	4,758	-	-
Other Payroll Costs: Payroll Processing Fees	-	-	-	13,072	-	(13,072)	13,072	-	-
Bonuses & Commissions: Accrued Bonus	-	1,068	1,068	-	6,411	6,411	-	12,821	-
Payroll Taxes: Payroll Taxes (Full-Time)	811	420	(390)	5,224	2,522	(2,702)	5,224	5,681	92%
Payroll Taxes: Workers Comp	-	335	335	-	2,008	2,008	-	4,016	-
Employee Benefits: General Employee Benefits	17	42	25	89	252	163	89	10,104	1%
Pension & 401K: General Employee Benefits	-	-	-	(444)	-	444	(444)	-	-
Pension & 401K: Pension & 401K	(888)	588	1,475	2,935	3,527	592	2,935	7,053	42%
Total Labor Costs	9,803	13,137	3,335	89,723	78,825	(10,898)	89,723	167,885	53%
Consultants and Professional Services: Payroll Service Fees	-	5,838	5,838	-	35,025	35,025	-	70,050	-
62000: Consultants and Professional Services	-	5,838	5,838	-	35,025	35,025	-	70,050	-
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	500	-
Employee T&E: Training, Conferences, Meetings	-	-	-	376	-	(376)	376	2,800	13%
61000: Employee T&E	-	-	-	376	-	(376)	376	3,300	11%
Contracted Services: Information Technology	-	-	-	520	-	(520)	520	-	-
Contracted Services: Background Checks	-	63	63	-	375	375	-	750	-
Contracted Services: IT Services	250	-	(250)	1,290	-	(1,290)	1,290	-	-
69000: Contracted Services	250	63	(188)	1,810	375	(1,435)	1,810	750	241%
Other G&A: Information Technology	-	-	-	328	-	(328)	328	-	-
Other G&A: Licenses, Fees & Permits	-	-	-	328	-	(328)	328	-	-
Other G&A: Software & Licenses	328	-	(328)	656	-	(656)	656	-	-
Other G&A: Dues and Subscriptions	-	-	-	32	-	(32)	32	-	-
72000: Other G&A	328	-	(328)	1,344	-	(1,344)	1,344	-	-
Total Non Labor Costs	578	5,900	5,322	3,530	35,400	31,870	3,530	74,100	5%
Total Operating Expenses	10,381	19,037	8,657	93,253	114,225	20,972	93,253	241,985	39%



**Cross Insurance Arena
Operating Expenses by Department**

D: Marketing & Communications

For The Period Ended: December FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	7,746	11,279	3,533	46,462	67,674	21,212	46,462	135,347	34%
Salaries & Wages: Event Wages	(1,986)	-	1,986	(3,591)	-	3,591	(3,591)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	654	555	(99)	3,924	3,329	(595)	3,924	7,930	49%
Payroll Taxes: Workers Comp	-	321	321	-	1,927	1,927	-	3,854	-
Employee Benefits: General Employee Benefits	1,301	2,856	1,555	10,381	16,826	6,445	10,381	33,961	31%
Pension & 401K: General Employee Benefits	-	-	-	(176)	-	176	(176)	-	-
Pension & 401K: Pension & 401K	(526)	598	1,125	2,163	3,590	1,427	2,163	7,180	30%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	7,874	-
Total Labor Costs	7,188	15,609	8,421	59,164	93,346	34,182	59,164	196,146	30%
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	700	-
Employee T&E: Training, Conferences, Meetings	-	250	250	-	500	500	-	5,000	-
Employee T&E: Customer Relations	-	400	400	-	400	400	-	650	-
61000: Employee T&E	-	650	650	-	900	900	-	6,350	-
Office Expenses: Telephone	-	108	108	-	650	650	-	1,300	-
67000: Office Expenses	-	108	108	-	650	650	-	1,300	-
Contracted Services: Website Maintenance	650	-	(650)	1,300	-	(1,300)	1,300	-	-
Contracted Services: Website fees	-	-	-	650	-	(650)	650	-	-
69000: Contracted Services	650	-	(650)	1,950	-	(1,950)	1,950	-	-
Advertising & Marketing: Advertising & Marketing	228	-	(228)	803	-	(803)	803	-	-
Advertising & Marketing: Photography	-	-	-	100	-	(100)	100	-	-
Advertising & Marketing: Advertising	-	517	517	663	3,100	2,437	663	6,200	11%
Advertising & Marketing: Website fees	-	650	650	1,300	3,900	2,600	1,300	7,800	17%
Advertising & Marketing: Subscriptions	120	-	(120)	120	-	(120)	120	-	-
70000: Advertising & Marketing	348	1,167	819	2,985	7,000	4,015	2,985	14,000	21%
Other G&A: Printing	-	125	125	90	750	660	90	1,500	6%
Other G&A: Customer Relations	-	250	250	-	450	450	-	650	-
Other G&A: Dues and Subscriptions	307	550	243	1,260	3,300	2,040	1,260	6,600	19%
72000: Other G&A	307	925	618	1,350	4,500	3,150	1,350	8,750	15%
Total Non Labor Costs	1,305	2,850	1,545	6,286	13,050	6,764	6,286	30,400	21%
Total Operating Expenses	8,493	18,459	9,966	65,449	106,396	40,946	65,449	226,546	29%

**CROSS INSURANCE ARENA
AR & AP AGING**

ACCOUNTS RECEIVABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED RECEIVABLES:</u>		
CURRENT	89,146.68	40.6%
OVER 30 DAYS	20,253.69	9.2%
OVER 60 DAYS	1,598.34	0.7%
OVER 90 DAYS*	6,303.37	2.9%
OVER 120 DAYS*	102,015.43	46.5%
TOTAL:	<u>219,317.51</u>	<u>100.0%</u>

<u>CUSTOMER</u>	<u>OVER 120DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
Aroma Joes - 2024-25		17,000.00	Sponsorship - Expect
Bath Savings 2024-25		20,000.00	Sponsorship - Expect to collect
Chik Fil A 2024-25		7,500.00	Sponsorship - Expect to collect
Cape Elizabeth Athletics	Feb Ice Rentals	2,032.00	Sponsorship - Expect to collect
Definitive Brewery		12,676.50	Sponsorship +Production - Doubtful to collect
Floor Decor		7,806.89	Sponsorship - Doubtful to collect
Hannaford		10,000.00	Sponsorship - Expect to collect
Martins Point		7,500.00	Sponsorship - Expect to collect
Nappi Distributors		10,000.00	Sponsorship - Expect to collect
Rinck Advertising		7,500.00	Sponsorship - Doubtful to collect
		-	
		<u>102,015.43</u>	

ACCOUNTS PAYABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED PAYABLES:</u>		
CURRENT	278,095	100.0%
OVER 60 DAYS	-	0.0%
OVER 90 DAYS	-	0.0%
OVER 120 DAYS	-	0.0%
TOTAL:	<u>278,095</u>	<u>100.0%</u>



One Civic Center Square, Portland, ME 04101

JANUARY 2026

Fiscal Year ending June 30, 2026

**Submitted By
Mark Eddy**

OVG VENUE MANAGEMENT

R.Chmura
J. Dixon
D. Higgins
K. Hilsgen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager

Table of Contents

1. Cross Insurance Arena - USD - FY YE Jun	1
1.1 IS - Summary	1
1.2 Balance Sheet.....	2
1.3 Rolling Forecast.....	3
1.4 Gross Profit - Summary.....	4
1.5 IS - Details.....	5
1.5 OpEx - Total Department	9
1.6 OpEx - D: Third Party Partnerships.....	11
1.7 OpEx - D: Event Services	12
1.8 OpEx - D: Food & Beverage	13
1.9 OpEx - D: Overhead & Other Support Services.....	14
1.10 OpEx - D: Partnerships	15
1.11 OpEx - D: Sales	16
1.12 OpEx - D: Ticketing & Box Office	17
1.13 OpEx - D: Operations.....	18
1.14 OpEx - D: Executive Management.....	19
1.15 OpEx - D: Finance & Accounting	20
1.16 OpEx - D: Marketing & Communications	21
1.17 A/R and A/P Aging	22



Cross Insurance Arena
Consolidated Income Statement
 For the Period Ended: January FY26
 USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	9	-9	7	21	-14
90002: Number of Events	10	10	0	37	39	-2
90003: Paid Attendance - General Seating	38,037	37,600	437	124,772	133,800	-9,028
90009: Attendance	30,401	29,150	1,251	103,844	111,600	-7,756
90015: Dropcount - General Seating	-	29,150	-29,150	-	111,600	-111,600
90022: Ticket Sales - Manifested	-	665,847	-665,847	-	3,856,823	-3,856,823
Event Revenue						
SL: Rent Ticket Receipts	824,398	97,775	726,623	3,672,634	230,475	3,442,159
SL: Event Reimbursement	89,446	75,760	13,686	815,446	566,654	248,792
Direct Event Revenue	913,844	173,535	740,309	4,488,081	797,129	3,690,952
SL: Ticketing Fees	76,638	67,855	8,783	414,199	397,808	16,391
SL: Premium Seating	-	-	-	9,132	-	9,132
SL: Unmanifested Seats	-	-	-	-	8,750	(8,750)
SL: Sponsorships	-	-	-	589	-	589
SL: Total Merchandise	946	755	191	6,646	8,552	(1,906)
SL: Total Catering	-	-	-	301	-	301
SL: Total Concessions	561,458	379,736	181,722	1,732,658	1,271,069	461,589
SL: Other Event	1,167	-	1,167	1,167	1,400	(233)
Total Event Revenue	1,554,052	621,881	932,171	6,652,771	2,484,708	4,168,064
Event Costs						
SL: Direct Revenue & Costs	205,575	193,674	(11,901)	1,092,500	771,537	(320,963)
SL: Total Catering	1,424	98,541	97,117	1,424	229,929	228,505
SL: Total Concessions	257,281	98,025	(159,256)	860,715	405,109	(455,606)
Total Event Costs	464,280	390,240	(74,040)	1,954,639	1,406,575	(548,064)
Event Gross Profit before Revenue Sharing	1,089,773	231,641	858,132	4,698,132	1,078,133	3,619,999
Total Promoter & Team Revenue Sharing / Revenue	818,903	81,890	(737,013)	3,616,938	300,708	(3,316,230)
Event Gross Profit	270,870	191,951	79,818	1,081,194	925,525	155,669
Contracted Revenue						
SL: Premium Seating	-	19,643	(19,643)	47,195	137,503	(90,309)
SL: Sponsorships	-	63,750	(63,750)	243,187	446,250	(203,063)
Total Contracted Revenue	-	83,393	(83,393)	290,382	583,753	(293,371)
Contracted Revenue Expenses						
SL: Premium Seating	-	15,390	15,390	-	107,732	107,732
Total Contracted Revenue Expenses	-	15,390	15,390	-	107,732	107,732
Contracted Gross Profit before Revenue Sharing	-	68,003	(68,003)	290,382	476,021	(185,639)
Contracted Revenue Gross Profit	-	68,003	(68,003)	290,382	476,021	(185,639)
Direct Other Revenue						
SL: Rent Ticket Receipts	-	-	-	4,730	-	4,730
Direct Other Revenue	-	-	-	4,730	-	4,730
SL: Ticketing Fees	-	-	-	40	-	40
SL: Premium Seating	11,181	-	11,181	22,362	-	22,362
SL: Sponsorships	48,762	-	48,762	89,642	-	89,642
SL: Other Event	9,970	10,667	(697)	32,219	57,667	(25,448)
Total Other Revenue	69,913	10,667	59,247	148,994	57,667	91,327
Other Gross Profit before Revenue Sharing	69,913	10,667	59,247	148,994	57,667	91,327
Other Revenue Gross Profit	69,913	10,667	59,247	148,994	57,667	91,327
Total Gross Profit	340,783	270,621	70,162	1,528,057	1,459,212	68,845
Indirect Expenses	324,867	305,564	(19,303)	1,761,401	1,890,062	128,662
Net Operating Income / (Loss)	15,916	(34,944)	50,859	(240,831)	(430,850)	190,019
Other Income & Expenses	-	-	-	-	-	-
Total Net Income	15,916	(34,944)	50,859	(240,831)	(430,850)	190,019



Cross Insurance Arena
Balance Sheet
For the Period Ended: January FY26
USD

	Jan-FY26
Assets	
Current Assets	
Cash and Cash Equivalents	2,478,764
Accounts Receivable	396,112
Inventory	80,032
Prepaid and Other Current Assets	38,568
Total Current Assets	2,993,475
Fixed Assets	
Fixed Assets minus CIP	4,387
Total Fixed Assets	4,387
Total Assets	2,997,862
Liabilities & Members' Capital	
Current Liabilities	
Total Accounts Payable	289,954
Accrued Expenses	859,457
Total Deferred Revenue	500,779
Total Other Current Liabilities	1,055,626
Total Current Liabilities	2,705,816
Non-Current Liabilities	
Members' Capital	
Equity	1,406,867
Retained Earnings	(1,114,821)
Total Equity	292,046
Total Liabilities and Equity	2,997,862

Venue	Cross Insurance Arena		Rolling Forecast 02.23.26														
Fiscal Year	FY26																
Year-End	MTD																
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Forecast	Forecast	Total Forecast	Budget	Better / (Worse)		
	July	August	September	October	November	December	January	February	March	April	May	June					
Event Profit	144	84,664	119,207	64,341	289,394	252,574	279,213	307,087	183,752	160,532	162,091	365,375	2,268,375	2,104,362	164,012		
Contracted Revenue	51,191	55,328	58,325	71,731	53,808	52,061	59,943	54,000	54,000	54,000	54,000	54,000	672,386	816,036	(143,650)		
Other Revenue	805.11	1	1,059	873	11,737	12,545	9,970	6,667	6,667	5,667	5,667	5,667	67,323	88,000	-20,677		
Gross Profit	52139.95	139,992	178,591	136,945	354,938	317,180	340,783	267,754	294,419	220,199	221,758	425,042	2,949,741	3,008,399	-58,658		
Overhead Expenses	185,525	226,000	239,725	269,743	254,696	260,845	324,867	286,504	288,436	280,390	251,415	305,850	3,173,996	3,312,658	138,663		
Net Income	(133385)	(86,007)	(61,134)	(132,798)	100,243	56,335	15,916	(18,750)	5,983	(60,192)	(29,657)	119,192	(224,255)	(304,260)	80,005		



Cross Insurance Arena Consolidated Gross Profit Statement

For the Period Ended: January FY26

USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	9	-9	7	21	-14
90002: Number of Events	10	10	0	37	39	-2
90003: Paid Attendance - General Seating	38,037	37,600	437	124,772	133,800	-9,028
90009: Attendance	30,401	29,150	1,251	103,844	111,600	-7,756
90015: Dropcount - General Seating	-	29,150	-29,150	-	111,600	-111,600
90022: Ticket Sales - Manifested	-	665,847	-665,847	-	3,856,823	-3,856,823
Event Gross Profit						
SL: Rent Ticket Receipts	824,398	97,775	726,623	3,672,634	230,475	3,442,159
SL: Event Reimbursement	(116,128)	(117,914)	1,786	(277,054)	(204,883)	(72,171)
Direct Event Gross Profit	708,269	(20,139)	728,408	3,395,580	25,592	3,369,988
Contracted Gross Profit						
SL: Ticketing Fees	76,638	67,855	8,783	414,199	397,808	16,391
SL: Premium Seating	-	-	-	9,132	-	9,132
SL: Unmanifested Seats	-	-	-	-	8,750	(8,750)
SL: Sponsorships	-	-	-	589	-	589
SL: Total Merchandise	946	755	191	6,646	8,552	(1,906)
SL: Total Catering	(1,424)	(98,541)	97,117	(1,123)	(229,929)	228,806
SL: Total Concessions	304,177	281,711	22,466	871,943	865,960	5,983
SL: Miscellaneous Event	1,167	-	1,167	1,167	1,400	(233)
Total Event Gross Profit	270,870	191,951	78,919	1,081,194	925,525	155,669
Contracted Gross Profit						
SL: Premium Seating	-	4,253	(4,253)	47,195	29,771	17,424
SL: Sponsorships	-	63,750	(63,750)	243,187	446,250	(203,063)
Total Contracted Gross Profit	-	68,003	(68,003)	290,382	476,021	(185,639)
Contracted Gross Profit before Revenue Sharing	-	68,003	(68,003)	290,382	476,021	(185,639)
Contracted Revenue Gross Profit	-	68,003	(68,003)	290,382	476,021	(185,639)
Other Gross Profit						
SL: Rent Ticket Receipts	-	-	-	4,730	-	4,730
Direct Other Gross Profit	-	-	-	4,730	-	4,730
Other Revenue Gross Profit						
SL: Ticketing Fees	-	-	-	40	-	40
SL: Premium Seating	11,181	-	11,181	22,362	-	22,362
SL: Sponsorships	48,762	-	48,762	89,642	-	89,642
SL: Ice Rink	6,084	5,000	1,084	6,084	18,000	(11,916)
SL: Miscellaneous Other	3,886	5,667	(1,781)	26,135	39,667	(13,532)
Total Other Gross Profit	69,913	10,667	59,247	148,994	57,667	91,327
Other Gross Profit before Revenue Sharing	69,913	10,667	59,247	148,994	57,667	91,327
Other Revenue Gross Profit	69,913	10,667	59,247	148,994	57,667	91,327
Total Gross Profit	340,783	270,621	70,162	1,520,570	1,459,212	61,357
Indirect Expenses	324,867	305,564	(19,303)	1,761,401	1,890,062	128,662
Net Operating Income / (Loss)	15,916	(34,944)	50,859	(240,831)	(430,850)	190,019
Other Income & Expense	-	-	-	-	-	-
Total Net Income	15,916	(34,944)	50,859	(240,831)	(430,850)	190,019



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: January FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	9	-9	7	21	-14
90002: Number of Events	10	10	0	37	39	-2
90003: Paid Attendance - General Seating	38,037	37,600	437	124,772	133,800	-9,028
90009: Attendance	30,401	29,150	1,251	103,844	111,600	-7,756
90015: Dropcount - General Seating	-	29,150	-29,150	-	111,600	-111,600
90022: Ticket Sales - Manifested	-	665,847	-665,847	-	3,856,823	-3,856,823
Event Revenue						
SL: Tickets & Admissions Revenue - Event Revenue: Manifested Ticket Receipts	772,198	42,500	729,698	3,422,762	42,500	3,380,262
SL: Rentals - Event Revenue: Rental Income	52,200	-	52,200	220,872	-	220,872
SL: Rentals - Event Revenue: Venue Rentals	-	55,275	(55,275)	29,000	187,975	(158,975)
Total Rent / Ticket Receipts	824,398	97,775	726,623	3,672,634	230,475	3,442,159
SL: Service & Expense Reimbursement - Event Revenue: Stagehand	41,749	35,685	6,064	306,907	261,015	45,892
SL: Service & Expense Reimbursement - Event Revenue: Artist & Talent Fees	-	-	-	135,794	-	135,794
SL: Service & Expense Reimbursement - Event Revenue: Catering	46,373	38,635	7,738	110,141	110,015	126
SL: Service & Expense Reimbursement - Event Revenue: Security	-	-	-	72,812	59,250	13,562
SL: Service & Expense Reimbursement - Event Revenue: Production	264	90	174	49,526	19,430	30,096
SL: Service & Expense Reimbursement - Event Revenue: Cleaning & Cleaning Supplies	-	-	-	23,837	12,970	10,867
SL: Service & Expense Reimbursement - Event Revenue: Contracted Security	-	-	-	15,514	-	15,514
SL: Service & Expense Reimbursement - Event Revenue: Advertising & Marketing	-	-	-	13,099	17,700	(4,601)
SL: Service & Expense Reimbursement - Event Revenue: Ushers	-	-	-	12,689	-	12,689
SL: Service & Expense Reimbursement - Event Revenue: Police	-	-	-	11,916	12,250	(334)
SL: Service & Expense Reimbursement - Event Revenue: Operations	-	-	-	11,902	10,550	1,352
SL: Service & Expense Reimbursement - Event Revenue: EMT	-	-	-	11,523	5,120	6,403
SL: Service & Expense Reimbursement - Event Revenue: Ticket Sellers	-	-	-	9,466	10,365	(899)
SL: Service & Expense Reimbursement - Event Revenue: Group Sales Commission	-	-	-	8,350	-	8,350
SL: Service & Expense Reimbursement - Event Revenue: Credit Card Merchant Fees	1,060	1,350	(290)	7,748	10,745	(2,997)
SL: Service & Expense Reimbursement - Event Revenue: Event Changeover	-	-	-	7,619	-	7,619
SL: Service & Expense Reimbursement - Event Revenue: Equipment Rental	-	-	-	4,992	11,950	(6,958)
SL: Service & Expense Reimbursement - Event Revenue: Information Technology	-	-	-	550	-	550
SL: Service & Expense Reimbursement - Event Revenue: Flowers	-	-	-	528	-	528
SL: Service & Expense Reimbursement - Event Revenue: Trash Removal	-	-	-	260	-	260
SL: Service & Expense Reimbursement - Event Revenue: Telecommunications	-	-	-	250	1,194	(944)
SL: Service & Expense Reimbursement - Event Revenue: Insurance	-	-	-	24	-	24
SL: Service & Expense Reimbursement - Event Revenue: Other Expense	-	-	-	-	800	(800)
SL: Service & Expense Reimbursement - Event Revenue: Fees & Commissions	-	-	-	-	11,700	(11,700)
SL: Service & Expense Reimbursement - Event Revenue: Guest Services	-	-	-	-	11,600	(11,600)
Total Event Reimbursement	89,446	75,760	13,686	815,446	566,654	248,792
Direct Event Revenue	913,844	173,535	740,309	4,488,081	797,129	3,690,952
SL: Ticketing Fees - Event Revenue: VIP Lift	-	-	-	19,730	-	19,730
SL: Ticketing Fees - Event Revenue: Facility Fee	56,343	51,375	4,968	276,091	287,975	(11,884)
SL: Ticketing Fees - Event Revenue: Ticketing Fees	20,295	16,480	3,815	118,378	109,833	8,545
Total Ticketing Revenue	76,638	67,855	8,783	414,199	397,808	16,391
SL: Premium Seating - Event Revenue: Suites	-	-	-	9,132	-	9,132
Total Premium Seating	-	-	-	9,132	-	9,132
SL: Unmanifested Seats - Event Revenue: Individual Suite Rentals	-	-	-	-	8,750	(8,750)
Total Unmanifested Seats	-	-	-	-	8,750	(8,750)
SL: Partnerships - Event Revenue: Suites	-	-	-	589	-	589
Total Event Sponsorships	-	-	-	589	-	589
SL: Merchandise - Event Revenue: Merchandise	946	-	946	6,646	-	6,646
SL: Retail Merchandise - Event Revenue: Other Revenue	-	755	(755)	-	8,552	(8,552)
Total Merchandise	946	755	191	6,646	8,552	(1,906)
SL: Catering - Event Revenue: NA Beverage	-	-	-	96	-	96
SL: Catering - Event Revenue: Beer	-	-	-	75	-	75
SL: Catering - Event Revenue: Wine	-	-	-	70	-	70



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: January FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
SL: Catering - Event Revenue: Liquor	-	-	-	60	-	60
Total Catering	-	-	-	301	-	301
SL: Concessions - Event Revenue: Food	211,446	130,000	81,446	598,913	399,096	199,817
SL: Concessions - Event Revenue: Beer	154,723	-	154,723	458,181	-	458,181
SL: Concessions - Event Revenue: NA Beverage	88,407	64,500	23,907	306,600	210,414	96,186
SL: Concessions - Event Revenue: Liquor	52,713	46,750	5,963	200,625	195,525	5,100
SL: Concessions - Event Revenue: Service Charge	51,101	-	51,101	155,523	-	155,523
SL: Concessions - Event Revenue: Wine	3,068	2,565	503	10,248	10,364	(117)
SL: Concessions - Event Revenue: Catering	-	-	-	2,567	-	2,567
SL: Concessions - Event Revenue: Canned Beer	-	135,921	(135,921)	-	455,670	(455,670)
Total Concession	561,458	379,736	181,722	1,732,658	1,271,069	461,589
SL: Miscellaneous Event - Event Revenue: Other Revenue	1,167	-	1,167	1,167	-	1,167
SL: Miscellaneous Event - Event Revenue: Sponsorship	-	-	-	-	1,400	(1,400)
Total Other Event Revenue	1,167	-	1,167	1,167	1,400	(233)
Total Event Revenue	1,554,052	621,881	932,171	6,652,771	2,484,708	4,168,064
Event Costs						
SL: Event Expenses - Event COS: Stagehand	39,593	38,070	(1,523)	274,702	232,350	(42,352)
SL: Event Expenses - Event COS: Security	36,172	37,044	872	148,627	156,374	7,747
SL: Event Expenses - Event COS: Artist & Talent Fees	-	18,000	18,000	124,034	18,000	(106,034)
SL: Event Expenses - Event COS: Catering	46,373	38,635	(7,738)	112,237	104,065	(8,172)
SL: Event Expenses - Event COS: Production	17,500	90	(17,410)	110,676	24,840	(85,836)
SL: Event Expenses - Event COS: Cleaning & Cleaning Supplies	25,811	24,420	(1,391)	71,060	85,770	14,710
SL: Event Expenses - Event COS: Contracted Security	816	-	(816)	44,879	-	(44,879)
SL: Event Expenses - Event COS: Advertising & Marketing	13,606	12,500	(1,106)	42,411	30,200	(12,211)
SL: Event Expenses - Event COS: Police	10,421	7,275	(3,146)	35,101	28,750	(6,351)
SL: Event Expenses - Event COS: EMT	5,161	4,950	(211)	26,195	22,330	(3,865)
SL: Event Expenses - Event COS: Operations	5,233	5,075	(158)	24,026	23,650	(376)
SL: Event Expenses - Event COS: Housekeeping/Cleaning	-	-	-	18,245	-	(18,245)
SL: Event Expenses - Event COS: Equipment Rental	-	-	-	13,791	5,750	(8,041)
SL: Event Expenses - Event COS: Ticket Sellers	3,072	3,670	598	10,652	12,730	2,078
SL: Event Expenses - Event COS: Credit Card Merchant Fees	1,111	1,465	354	7,445	7,830	385
SL: Event Expenses - Event COS: Audio Visual	-	-	-	7,290	-	(7,290)
SL: Event Expenses - Event COS: Event Changeover	-	1,755	1,755	3,808	4,513	705
SL: Event Expenses - Event COS: Ushers	-	-	-	3,785	-	(3,785)
SL: Event Expenses - Event COS: Group Sales Commission	156	-	(156)	3,747	-	(3,747)
SL: Event Expenses - Event COS: Parking Operations	-	-	-	2,500	-	(2,500)
SL: Event Expenses - Event COS: Information Technology	-	-	-	1,688	-	(1,688)
SL: Event Expenses - Event COS: Furniture	-	-	-	1,246	-	(1,246)
SL: Event Expenses - Event COS: Artist Gift	-	-	-	1,000	-	(1,000)
SL: Event Expenses - Event COS: Propane	-	-	-	966	-	(966)
SL: Event Expenses - Event COS: Runners	-	-	-	625	-	(625)
SL: Event Expenses - Event COS: Photography	50	-	(50)	550	-	(550)
SL: Event Expenses - Event COS: Supplies	500	-	(500)	500	-	(500)
SL: Event Expenses - Event COS: Internet & WIFI	-	-	-	375	-	(375)
SL: Event Expenses - Event COS: Licenses, Fees & Permits	-	-	-	300	-	(300)
SL: Event Expenses - Event COS: Entertainment	-	-	-	40	-	(40)
SL: Event Expenses - Event COS: Fees & Commissions	-	725	725	-	4,935	4,935
SL: Event Expenses - Event COS: Guest Services	-	-	-	-	9,450	9,450
Total Event Operating Expenses	205,575	193,674	(11,901)	1,092,500	771,537	(320,963)
SL: Catering - Event COS: FoH Labor	1,424	-	(1,424)	1,424	-	(1,424)
SL: Premium Catering - Event COS: Liquor	-	11,034	11,034	-	25,746	25,746
SL: Premium Catering - Event COS: NA Beverage	-	13,104	13,104	-	30,576	30,576
SL: Premium Catering - Event COS: Wine	-	396	396	-	924	924
SL: Premium Catering - Event COS: Food	-	48,285	48,285	-	112,665	112,665
SL: Premium Catering - Event COS: Canned Beer	-	25,722	25,722	-	60,018	60,018



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: January FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Total Catering	1,424	98,541	97,117	1,424	229,929	228,505
SL: Concessions - Event COS: FoH Labor	106,997	91,125	(15,872)	332,408	301,075	(31,333)
SL: Concessions - Event COS: Food	65,563	3,000	(62,563)	227,832	39,424	(188,408)
SL: Concessions - Event COS: Sales Tax	36,099	-	(36,099)	112,578	-	(112,578)
SL: Concessions - Event COS: Beer	19,803	-	(19,803)	73,238	-	(73,238)
SL: Concessions - Event COS: NA Beverage	17,477	2,000	(15,477)	59,987	22,289	(37,698)
SL: Concessions - Event COS: Liquor	10,657	500	(10,157)	40,359	14,819	(25,540)
SL: Concessions - Event COS: Canned Beer	-	1,390	1,390	11,812	25,740	13,928
SL: Concessions - Event COS: Wine	685	10	(675)	2,501	1,762	(739)
Total Concession	257,281	98,025	(159,256)	860,715	405,109	(455,606)
Total Event Costs	455,937	390,240	(65,697)	1,946,296	1,406,575	(539,721)
Event Gross Profit before Revenue Sharing	1,089,773	231,641	858,132	4,698,132	1,078,133	3,619,999
Promoter & Team Revenue Sharing / Revenue						
SL: Promoter Revenue Share - Event COS: Concessions	-	-	-	-	61,486	61,486
SL: Team/Tenant Revenue Share - Event COS: Concessions	-	74,070	74,070	-	172,830	172,830
SL: Promoter Revenue Share - Event COS: VIP Revenue	-	-	-	2,160	-	(2,160)
SL: Promoter Revenue Share - Event COS: Merchandise	-	-	-	6,611	-	(6,611)
SL: Promoter Revenue Share - Event COS: Ticketing Fees	-	-	-	18,090	31,367	13,277
SL: Promoter Revenue Share - Event COS: Facility Fee	-	-	-	43,779	(19,715)	(63,494)
SL: Promoter Revenue Share - Event COS: Food & Beverage	80,999	-	(80,999)	198,292	-	(198,292)
SL: Promoter Revenue Share - Event COS: Promoter Profit/Loss	737,905	-	(737,905)	3,348,007	-	(3,348,007)
SL: Team/Tenant Revenue Share - Contra-Event Revenue: Third Party Services	-	7,820	7,820	-	54,740	54,740
Total Promoter & Team Revenue Sharing / Revenue	818,903	81,890	(737,013)	3,616,938	300,708	(3,316,230)
Event Gross Profit	270,870	191,951	78,919	1,081,194	925,525	155,669
Contracted Revenue						
SL: Premium Seating - Contracted Revenue: All Event Club Seats	-	1,727	(1,727)	-	12,087	(12,087)
SL: Premium Seating - Contracted Revenue: Club Seats	-	-	-	4,061	-	4,061
SL: Premium Seating - Contracted Revenue: Suites	-	17,917	(17,917)	43,134	125,417	(82,283)
Total Premium Seating	-	19,643	(19,643)	47,195	137,503	(90,309)
SL: Partnerships - Contracted Revenue: All Event Club Seats	-	-	-	1,376	-	1,376
SL: Partnerships - Contracted Revenue: Suites	-	-	-	10,497	-	10,497
SL: Partnerships - Contracted Revenue: Arena Sponsor	-	45,833	(45,833)	23,641	320,833	(297,192)
SL: Partnerships - Contracted Revenue: Naming Rights	-	17,917	(17,917)	79,890	125,417	(45,526)
SL: Partnerships - Contracted Revenue: Presenting Sponsor	-	-	-	127,783	-	127,783
Total Sponsorships	-	63,750	(63,750)	243,187	446,250	(203,063)
Total Contracted Revenue	-	83,393	(83,393)	290,382	583,753	(293,371)
Contracted Revenue Expenses						
SL: Premium Seating - Contracted Revenue COS: Commissions	-	15,390	15,390	-	107,732	107,732
Total Premium Seating Expenses	-	15,390	15,390	-	107,732	107,732
Total Contracted Revenue Costs	-	15,390	15,390	-	107,732	107,732
Contracted Gross Profit before Revenue Sharing	-	68,003	(68,003)	290,382	476,021	(185,639)
Completeness Check	-	0	0	0	0	0
Promoter & Team Revenue Sharing / Revenue						
Contracted Revenue Gross Profit	-	68,003	(68,003)	290,382	476,021	(185,639)
Other Revenue						
Total Service Line - Other Revenue: Additional Fee/TM Bump	-	-	-	40	-	40



Cross Insurance Arena
Detailed Income Statement
 For the Period Ended: January FY26
 USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Total Service Line - Other Revenue: Venue Rentals	-	-	-	4,730	-	4,730
Total Service Line - Other Revenue: Other Revenue	-	10,667	(10,667)	-	57,667	(57,667)
Total Service Line - Other Revenue: Club Seats	455	-	455	911	-	911
Total Service Line - Other Revenue: Suites	10,726	-	10,726	21,452	-	21,452
Total Service Line - Other Revenue: Naming Rights	15,677	-	15,677	31,354	-	31,354
Total Service Line - Other Revenue: Presenting Sponsor	33,085	-	33,085	58,288	-	58,288
Total Service Line - Other Revenue: Private Ice rental	6,084	-	6,084	6,084	-	6,084
Total Service Line - Other Revenue: Miscellaneous Income	3,841	-	3,841	26,090	-	26,090
Total Service Line - Other Revenue: ATM Commission	45	-	45	45	-	45
Total Other Revenue	69,913	10,667	59,247	148,994	57,667	91,327
Other Revenue Gross Profit	69,913	10,667	59,247	148,994	57,667	91,327
Total Gross Profit	340,783	270,621	70,162	1,520,570	1,459,212	61,357
Indirect Expenses						
60101: Salaries & Wages	96,175	179,924	83,748	611,683	1,111,465	499,783
60650: Contra-Payroll	-	(60,617)	(60,617)	-	(423,917)	(423,917)
60150: Other Payroll Costs	3,318	-	(3,318)	25,132	-	(25,132)
60200: Bonuses & Commissions	-	2,151	2,151	-	15,057	15,057
60300: Payroll Taxes	27,631	18,945	(8,686)	118,120	100,813	(17,307)
60350: Employee Benefits	20,861	27,140	6,280	141,392	180,069	38,677
60400: Pension & 401K	2,958	4,905	1,947	14,736	34,336	19,600
61000: Employee T&E	4,051	4,592	541	7,712	28,044	20,332
62000: Consultants and Professional Services	-	5,838	5,838	-	40,863	40,863
63000: Insurance	13,897	13,500	(397)	101,760	94,502	(7,257)
64000: Supplies	7,578	8,142	564	48,843	50,846	2,003
Repairs & Maintenance	3,006	14,188	11,181	61,841	102,313	40,472
Utilities	72,892	55,950	(16,942)	363,744	346,650	(17,094)
67000: Office Expenses	316	1,100	784	4,482	8,475	3,994
69000: Contracted Services	51,224	20,082	(31,142)	188,276	140,271	(48,005)
70000: Advertising & Marketing	3,162	1,167	(1,995)	6,147	8,367	2,220
72000: Other G&A	17,799	8,558	(9,240)	67,535	51,908	(15,627)
Total Indirect Expenses	324,867	305,564	(19,303)	1,761,401	1,890,062	128,662
Net Operating Income / Loss	15,916	(34,944)	50,859	(240,831)	(430,850)	190,019
Total Net Income	15,916	(34,944)	50,859	(240,831)	(430,850)	190,019



**Cross Insurance Arena
Operating Expenses by Department**

Total Department

For The Period Ended: January FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	97,046	88,676	(8,370)	602,468	620,733	18,265	602,468	1,064,113	57%
Salaries & Wages: Salaried Part-Time	148,422	35,248	(113,174)	675,833	246,733	(429,101)	675,833	422,970	160%
Salaries & Wages: Hourly Part-Time	-	16,000	16,000	-	112,000	112,000	-	193,000	-
Salaries & Wages: Temporary Labor	-	40,000	40,000	504	132,000	131,496	504	240,000	0%
Salaries & Wages: Event Wages	(149,293)	-	149,293	(667,123)	-	667,123	(667,123)	-	-
Other Payroll Costs: Payroll Service Fees	-	-	-	4,758	-	(4,758)	4,758	-	-
Other Payroll Costs: Payroll Processing Fees	3,318	-	(3,318)	20,374	-	(20,374)	20,374	-	-
Bonuses & Commissions: Accrued Bonus	-	2,151	2,151	-	15,057	15,057	-	25,812	-
Payroll Taxes: Payroll Taxes (Full-Time)	10,577	10,662	86	51,090	42,837	(8,253)	51,090	71,346	72%
Payroll Taxes: Salaried Part-Time	-	-	-	82	-	(82)	82	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	17,054	6,111	(10,943)	66,947	42,776	(24,171)	66,947	73,323	91%
Payroll Taxes: Workers Comp	-	2,171	2,171	-	15,200	15,200	-	26,057	-
Employee Benefits: General Employee Benefits	20,861	27,140	6,280	141,392	180,069	38,677	141,392	315,792	45%
Pension & 401K: General Employee Benefits	-	-	-	(1,569)	-	1,569	(1,569)	-	-
Pension & 401K: Pension & 401K	2,958	4,905	1,947	16,305	34,336	18,031	16,305	58,862	28%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	47,543	-
Contra-Payroll: Payroll Recovery PT	-	(60,617)	(60,617)	-	(423,917)	(423,917)	-	(727,000)	-
Total Labor Costs	150,943	172,448	21,505	911,063	1,017,824	106,761	911,063	1,811,817	50%
Consultants and Professional Services: Payroll Service Fees	-	5,838	5,838	-	40,863	40,863	-	70,050	-
Consultants and Professional Services: Legal Services	-	-	-	-	-	-	-	500	-
62000: Consultants and Professional Services	-	5,838	5,838	-	40,863	40,863	-	70,550	-
Employee T&E: Decorations	-	-	-	165	-	(165)	165	-	-
Employee T&E: Entertainment	91	-	(91)	698	-	(698)	698	-	-
Employee T&E: Meals and Entertainment	-	417	417	-	2,919	2,919	-	5,000	-
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	1,200	-
Employee T&E: Vehicle Parking Expense	-	2,883	2,883	-	20,183	20,183	-	34,600	-
Employee T&E: Training, Conferences, Meetings	3,960	1,000	(2,960)	6,848	2,250	(4,598)	6,848	16,050	43%
Employee T&E: Gifts	-	-	-	-	250	250	-	250	-
Employee T&E: Customer Relations	-	292	292	-	2,442	2,442	-	4,150	-
61000: Employee T&E	4,051	4,592	541	7,712	28,044	20,332	7,712	61,250	13%
Insurance: Workers Comp	5,218	-	(5,218)	31,308	-	(31,308)	31,308	-	-
Insurance: Insurance and Bonding	8,679	13,500	4,821	70,451	94,502	24,051	70,451	162,004	43%
63000: Insurance	13,897	13,500	(397)	101,760	94,502	(7,257)	101,760	162,004	63%
Supplies: Cleaning & Cleaning Supplies	-	-	-	5,228	-	(5,228)	5,228	-	-
Supplies: CO2/Gas	-	-	-	126	-	(126)	126	-	-
Supplies: Propane	151	-	(151)	455	-	(455)	455	-	-
Supplies: Uniforms	-	-	-	-	1,500	1,500	-	1,750	-
Supplies: Vehicle Fuel	-	-	-	138	-	(138)	138	-	-
Supplies: Paper Products	-	1,500	1,500	8,763	3,000	(5,763)	8,763	5,000	175%
Supplies: Cleaning Supplies	-	-	-	1,200	-	(1,200)	1,200	-	-
Supplies: Smallwares	-	167	167	(8,742)	1,167	9,909	(8,742)	2,000	-437%
Supplies: Office Supplies	-	100	100	1,136	550	(586)	1,136	1,000	114%
Supplies: General Supplies	-	2,333	2,333	-	16,333	16,333	-	28,000	-
Supplies: Building Supplies	2,806	-	(2,806)	16,918	-	(16,918)	16,918	-	-
Supplies: Hockey Supplies	-	-	-	1,692	-	(1,692)	1,692	-	-
Supplies: Radios	-	-	-	340	-	(340)	340	-	-
Supplies: Security Supplies	65	709	644	65	4,963	4,898	65	8,508	1%
Supplies: Ice Supplies	209	-	(209)	2,174	-	(2,174)	2,174	-	-
Supplies: Electrical Supplies	-	-	-	355	-	(355)	355	-	-
Supplies: Janitorial Supplies	4,348	3,333	(1,014)	17,630	23,333	5,704	17,630	40,000	44%
Supplies: Promotional Supplies	-	-	-	1,366	-	(1,366)	1,366	-	-
64000: Supplies	7,578	8,142	564	48,843	50,846	2,003	48,843	86,258	57%
General R&M: Kitchen Equipment	-	2,083	2,083	-	14,583	14,583	-	25,000	-
General R&M: Repairs & Maintenance	201	-	(201)	4,294	-	(4,294)	4,294	-	-
General R&M: Equipment Rental	-	-	-	-	3,000	3,000	-	5,000	-
General R&M: Equipment Maintenance	1,114	3,750	2,636	18,599	26,250	7,651	18,599	45,000	41%
General R&M: General Repairs & Maintenance	-	3,813	3,813	27,235	26,688	(547)	27,235	45,750	60%
General R&M: Hockey Equipment	-	3,667	3,667	-	25,667	25,667	-	44,000	-
General R&M: Plumbing repairs	357	-	(357)	1,371	-	(1,371)	1,371	-	-
General R&M: Elevator/Escalator Repair	1,334	-	(1,334)	9,008	-	(9,008)	9,008	-	-
General R&M: R&M Equipment Fund	-	-	-	1,334	-	(1,334)	1,334	-	-
General R&M: Leased Equipment & Vehicles	-	875	875	-	6,125	6,125	-	10,500	-
65001: General R&M	3,006	14,188	11,181	61,841	102,313	40,472	61,841	175,250	35%
Repairs & Maintenance	3,006	14,188	11,181	61,841	102,313	40,472	61,841	175,250	35%
General Utilities: Propane	-	-	-	79	-	(79)	79	-	-
General Utilities: Cell Phone & Data	102	108	6	612	758	147	612	1,300	47%
General Utilities: General Utilities	-	-	-	577	-	(577)	577	-	-
General Utilities: Telephone	3,918	-	(3,918)	17,903	-	(17,903)	17,903	-	-
General Utilities: Internet & WIFI	416	4,008	3,592	10,685	28,058	17,373	10,685	48,100	22%
General Utilities: Alarm & CCTV	-	-	-	30	-	(30)	30	-	-
General Utilities: Electricity	44,722	29,167	(15,555)	252,425	204,167	(48,258)	252,425	350,000	72%
General Utilities: Water	3,269	583	(2,686)	13,623	4,083	(9,540)	13,623	7,000	195%
General Utilities: Sewer	-	2,083	2,083	605	14,583	13,978	605	25,000	2%
General Utilities: Natural Gas	19,938	20,000	62	64,345	95,000	30,655	64,345	150,000	43%
General Utilities: Water Services	527	-	(527)	2,859	-	(2,859)	2,859	-	-
66001: General Utilities	72,892	55,950	(16,942)	363,744	346,650	(17,094)	363,744	581,400	63%
Utilities	72,892	55,950	(16,942)	363,744	346,650	(17,094)	363,744	581,400	63%
Office Expenses: Postage & Freight	-	-	-	140	-	(140)	140	-	-
Office Expenses: Postage	91	167	76	1,268	1,667	399	1,268	2,500	51%
Office Expenses: Printing	-	42	42	-	542	542	-	750	-
Office Expenses: Office Supplies	225	625	400	2,785	4,375	1,590	2,785	7,500	37%
Office Expenses: Telephone	-	267	267	-	1,892	1,892	-	3,250	-



**Cross Insurance Arena
Operating Expenses by Department**

Total Department

For The Period Ended: January FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Office Expenses: Water	-	-	-	236	-	(236)	236	-	-
Office Expenses: Office Refreshments	-	-	-	53	-	(53)	53	-	-
67000: Office Expenses	316	1,100	784	4,482	8,475	3,994	4,482	14,000	32%
Contracted Services: Information Technology	-	-	-	9,889	-	(9,889)	9,889	-	-
Contracted Services: Banners, Signage, Graphics	-	521	521	-	3,646	3,646	-	6,250	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	952	-	(952)	952	-	-
Contracted Services: Laundry - Uniform	-	583	583	-	4,083	4,083	-	7,000	-
Contracted Services: Repairs & Maintenance	26,371	-	(26,371)	26,371	-	(26,371)	26,371	-	-
Contracted Services: Trash Removal	2,227	2,000	(227)	15,661	14,000	(1,661)	15,661	24,000	65%
Contracted Services: Contracted Security	-	563	563	30	3,938	3,908	30	6,750	0%
Contracted Services: Equipment Rental	63	-	(63)	316	-	(316)	316	-	-
Contracted Services: Cell Phone & Data	-	-	-	102	-	(102)	102	-	-
Contracted Services: Elevator/Escalator Repair	-	1,375	1,375	-	9,625	9,625	-	16,500	-
Contracted Services: Internet & WIFI	-	-	-	3,559	-	(3,559)	3,559	-	-
Contracted Services: Alarm & CCTV	30	-	(30)	275	-	(275)	275	-	-
Contracted Services: Armored Car	-	200	200	1,682	1,100	(582)	1,682	2,000	84%
Contracted Services: Pest Control	270	300	30	1,890	2,100	210	1,890	3,600	53%
Contracted Services: Background Checks	125	63	(62)	125	438	313	125	750	17%
Contracted Services: Inspections	-	458	458	14,704	3,208	(11,495)	14,704	5,500	267%
Contracted Services: IT Services	520	2,500	1,980	8,693	17,500	8,807	8,693	30,000	29%
Contracted Services: Website Maintenance	-	-	-	1,300	-	(1,300)	1,300	-	-
Contracted Services: Snow Removal	-	-	-	-	-	-	-	250	-
Contracted Services: Window/Facade Cleaning	-	-	-	655	-	(655)	655	-	-
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	250	-	(250)	350	-	(350)	350	-	-
Contracted Services: Water Services	-	-	-	527	-	(527)	527	-	-
Contracted Services: Parking	3,752	-	(3,752)	13,598	-	(13,598)	13,598	-	-
Contracted Services: Software & Licenses	4,683	767	(3,916)	11,032	5,367	(5,665)	11,032	9,200	120%
Contracted Services: Management Fee (Base)	12,934	10,752	(2,182)	75,267	75,267	0	75,267	129,029	58%
Contracted Services: Website fees	-	-	-	1,300	-	(1,300)	1,300	-	-
69000: Contracted Services	51,224	20,082	(31,142)	188,276	140,271	(48,005)	188,276	240,829	78%
Advertising & Marketing: Advertising & Marketing	1,585	-	(1,585)	2,387	-	(2,387)	2,387	-	-
Advertising & Marketing: Photography	-	-	-	100	-	(100)	100	-	-
Advertising & Marketing: Advertising	-	517	517	663	3,817	3,154	663	6,400	10%
Advertising & Marketing: New Business Marketing	927	-	(927)	927	-	(927)	927	-	-
Advertising & Marketing: Website fees	650	650	0	1,950	4,550	2,600	1,950	7,800	25%
Advertising & Marketing: Subscriptions	-	-	-	120	-	(120)	120	-	-
70000: Advertising & Marketing	3,162	1,167	(1,995)	6,147	8,367	2,220	6,147	14,200	43%
Other G&A: Information Technology	-	-	-	3,274	-	(3,274)	3,274	-	-
Other G&A: Bank and Merchant Processing Fees	-	-	-	90	-	(90)	90	-	-
Other G&A: Licenses, Fees & Permits	1,155	713	(443)	6,079	4,988	(1,092)	6,079	8,550	71%
Other G&A: Printing	-	125	125	90	875	785	90	1,500	6%
Other G&A: Customer Relations	-	-	-	-	450	450	-	650	-
Other G&A: Building Supplies	-	-	-	95	-	(95)	95	-	-
Other G&A: Internet & WIFI	-	-	-	95	-	(95)	95	-	-
Other G&A: Armored Car	386	-	(386)	386	-	(386)	386	-	-
Other G&A: Inspections	645	-	(645)	645	-	(645)	645	-	-
Other G&A: Parking	-	-	-	8,874	-	(8,874)	8,874	-	-
Other G&A: Software & Licenses	328	-	(328)	984	-	(984)	984	-	-
Other G&A: Dues and Subscriptions	1,551	721	(830)	5,675	5,296	(379)	5,675	8,900	64%
Other G&A: Credit Card Merchant Fees	13,394	7,000	(6,394)	40,357	40,300	(57)	40,357	75,500	53%
Other G&A: Cash Over/Short	340	-	(340)	891	-	(891)	891	-	-
72000: Other G&A	17,799	8,558	(9,240)	67,535	51,908	(15,627)	67,535	95,100	71%
Total Non Labor Costs	173,924	133,116	(40,808)	850,338	872,239	21,901	850,338	1,500,841	57%
Total Operating Expenses	324,867	305,564	(19,303)	1,761,401	1,890,062	128,662	1,761,401	3,312,658	53%



**Cross Insurance Arena
Operating Expenses by Department**

D: Third Party Partnerships
For The Period Ended: January FY26
USD

	Period to Date			Year to Date			% of Annual Budget Achieved		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Employee T&E: Customer Relations	-	292	292	-	2,042	2,042	-	3,500	-
61000: Employee T&E	-	292	292	-	2,042	2,042	-	3,500	-
Office Expenses: Printing	-	-	-	-	250	250	-	250	-
67000: Office Expenses	-	-	-	-	250	250	-	250	-
Contracted Services: Banners, Signage, Graphics	-	521	521	-	3,646	3,646	-	6,250	-
69000: Contracted Services	-	521	521	-	3,646	3,646	-	6,250	-
Total Non Labor Costs	-	813	813	-	5,938	5,938	-	10,000	-
Total Operating Expenses	-	813	813	-	5,938	5,938	-	10,000	-



**Cross Insurance Arena
Operating Expenses by Department**

D: Event Services

For The Period Ended: January FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	20,899	18,112	(2,787)	129,546	126,787	(2,758)	129,546	217,350	60%
Salaries & Wages: Salaried Part-Time	74,784	-	(74,784)	404,722	-	(404,722)	404,722	-	-
Salaries & Wages: Event Wages	(75,764)	-	75,764	(425,468)	-	425,468	(425,468)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	2,207	2,753	546	10,422	11,066	644	10,422	18,535	56%
Payroll Taxes: Payroll Taxes (Part-Time)	8,299	741	(7,558)	39,502	5,186	(34,317)	39,502	8,890	444%
Payroll Taxes: Workers Comp	-	516	516	-	3,610	3,610	-	6,189	-
Employee Benefits: General Employee Benefits	6,672	7,326	653	42,281	51,281	9,000	42,281	87,910	48%
Pension & 401K: General Employee Benefits	-	-	-	(472)	-	472	(472)	-	-
Pension & 401K: Pension & 401K	651	945	293	3,844	6,612	2,767	3,844	11,334	34%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	9,315	-
Contra-Payroll: Payroll Recovery PT	-	(200)	(200)	-	(1,000)	(1,000)	-	(2,000)	-
Total Labor Costs	37,748	30,192	(7,556)	204,378	203,542	(836)	204,378	357,523	57%
Employee T&E: Training, Conferences, Meetings	-	-	-	1,644	150	(1,494)	1,644	3,150	52%
61000: Employee T&E	-	-	-	1,644	150	(1,494)	1,644	3,150	52%
Supplies: CO2/Gas	-	-	-	126	-	(126)	126	-	-
Supplies: Uniforms	-	-	-	-	750	750	-	1,000	-
Supplies: Office Supplies	-	-	-	105	-	(105)	105	-	-
Supplies: Building Supplies	315	-	(315)	2,916	-	(2,916)	2,916	-	-
Supplies: Radios	-	-	-	340	-	(340)	340	-	-
Supplies: Security Supplies	65	709	644	65	4,963	4,898	65	8,508	1%
Supplies: Electrical Supplies	-	-	-	355	-	(355)	355	-	-
64000: Supplies	380	709	329	3,908	5,713	1,805	3,908	9,508	41%
General R&M: Repairs & Maintenance	-	-	-	2,025	-	(2,025)	2,025	-	-
65001: General R&M	-	-	-	2,025	-	(2,025)	2,025	-	-
Repairs & Maintenance	-	-	-	2,025	-	(2,025)	2,025	-	-
General Utilities: Alarm & CCTV	-	-	-	30	-	(30)	30	-	-
66001: General Utilities	-	-	-	30	-	(30)	30	-	-
Utilities	-	-	-	30	-	(30)	30	-	-
Contracted Services: Information Technology	-	-	-	2,500	-	(2,500)	2,500	-	-
Contracted Services: Contracted Security	-	563	563	30	3,938	3,908	30	6,750	0%
Contracted Services: Equipment Rental	63	-	(63)	316	-	(316)	316	-	-
Contracted Services: Alarm & CCTV	30	-	(30)	245	-	(245)	245	-	-
Contracted Services: IT Services	-	-	-	420	-	(420)	420	-	-
Contracted Services: Software & Licenses	625	767	142	1,875	5,367	3,492	1,875	9,200	20%
69000: Contracted Services	718	1,329	611	5,386	9,304	3,918	5,386	15,950	34%
Other G&A: Dues and Subscriptions	261	-	(261)	1,368	-	(1,368)	1,368	-	-
72000: Other G&A	261	-	(261)	1,368	-	(1,368)	1,368	-	-
Total Non Labor Costs	1,360	2,038	679	14,361	15,167	807	14,361	28,608	50%
Total Operating Expenses	39,108	32,230	(6,878)	218,738	218,709	(29)	218,738	386,131	57%



**Cross Insurance Arena
Operating Expenses by Department**

D: Food & Beverage
For The Period Ended: January FY26
USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	12,605	11,258	(1,347)	70,671	78,808	8,137	70,671	135,100	52%
Salaries & Wages: Salaried Part-Time	61,974	35,248	(26,726)	200,456	246,733	46,277	200,456	422,970	47%
Salaries & Wages: Temporary Labor	-	40,000	40,000	504	132,000	131,496	504	240,000	0%
Salaries & Wages: Event Wages	(65,068)	-	65,068	(199,422)	-	199,422	(199,422)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	1,402	1,260	(142)	6,070	5,689	(381)	6,070	9,494	64%
Payroll Taxes: Payroll Taxes (Part-Time)	7,301	3,172	(4,129)	20,995	22,206	1,210	20,995	38,067	55%
Payroll Taxes: Workers Comp	-	191	191	-	1,334	1,334	-	2,287	-
Employee Benefits: General Employee Benefits	1,365	2,756	1,391	15,902	19,292	3,390	15,902	33,078	48%
Pension & 401K: Pension & 401K	451	640	189	339	4,478	4,139	339	7,676	4%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	8,509	-
Contra-Payroll: Payroll Recovery PT	-	(52,083)	(52,083)	-	(364,583)	(364,583)	-	(625,000)	-
Total Labor Costs	20,030	42,441	22,412	115,517	145,956	30,439	115,517	272,181	42%
Employee T&E: Training, Conferences, Meetings	-	-	-	169	600	432	169	600	28%
61000: Employee T&E	-	-	-	169	600	432	169	600	28%
Supplies: Cleaning & Cleaning Supplies	-	-	-	1,613	-	(1,613)	1,613	-	-
Supplies: Paper Products	-	1,500	1,500	8,763	3,000	(5,763)	8,763	5,000	175%
Supplies: Cleaning Supplies	-	-	-	523	-	(523)	523	-	-
Supplies: Smallwares	-	167	167	(8,742)	1,167	9,909	(8,742)	2,000	-437%
Supplies: Office Supplies	-	-	-	600	-	(600)	600	-	-
Supplies: Building Supplies	-	-	-	277	-	(277)	277	-	-
Supplies: Janitorial Supplies	670	-	(670)	2,840	-	(2,840)	2,840	-	-
64000: Supplies	670	1,667	996	5,875	4,167	(1,708)	5,875	7,000	84%
General R&M: Kitchen Equipment	-	2,083	2,083	-	14,583	14,583	-	25,000	-
General R&M: Repairs & Maintenance	201	-	(201)	1,210	-	(1,210)	1,210	-	-
General R&M: Equipment Maintenance	569	-	(569)	5,219	-	(5,219)	5,219	-	-
General R&M: General Repairs & Maintenance	-	-	-	168	-	(168)	168	-	-
65001: General R&M	770	2,083	1,313	6,597	14,583	7,987	6,597	25,000	26%
Repairs & Maintenance	770	2,083	1,313	6,597	14,583	7,987	6,597	25,000	26%
General Utilities: Cell Phone & Data	51	108	57	306	758	452	306	1,300	24%
66001: General Utilities	51	108	57	306	758	452	306	1,300	24%
Utilities	51	108	57	306	758	452	306	1,300	24%
Contracted Services: Information Technology	-	-	-	6,869	-	(6,869)	6,869	-	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	167	-	(167)	167	-	-
Contracted Services: Laundry - Uniform	-	583	583	-	4,083	4,083	-	7,000	-
Contracted Services: Cell Phone & Data	-	-	-	51	-	(51)	51	-	-
Contracted Services: Inspections	-	-	-	1,278	-	(1,278)	1,278	-	-
Contracted Services: IT Services	-	2,500	2,500	-	17,500	17,500	-	30,000	-
Contracted Services: Software & Licenses	2,290	-	(2,290)	6,869	-	(6,869)	6,869	-	-
69000: Contracted Services	2,290	3,083	794	15,233	21,583	6,350	15,233	37,000	41%
Advertising & Marketing: Advertising	-	-	-	-	200	200	-	200	-
70000: Advertising & Marketing	-	-	-	-	200	200	-	200	-
Other G&A: Information Technology	-	-	-	2,290	-	(2,290)	2,290	-	-
Other G&A: Bank and Merchant Processing Fees	-	-	-	90	-	(90)	90	-	-
Other G&A: Licenses, Fees & Permits	76	88	12	531	613	82	531	1,050	51%
Other G&A: Dues and Subscriptions	-	-	-	205	250	45	205	250	82%
Other G&A: Credit Card Merchant Fees	12,843	7,000	(5,843)	39,481	40,000	519	39,481	75,000	53%
Other G&A: Cash Over/Short	393	-	(393)	944	-	(944)	944	-	-
72000: Other G&A	13,312	7,088	(6,224)	43,540	40,863	(2,678)	43,540	76,300	57%
Total Non Labor Costs	17,093	14,029	(3,063)	71,719	82,754	11,035	71,719	147,400	49%
Total Operating Expenses	37,122	56,470	19,348	187,236	228,710	41,475	187,236	419,581	45%



Cross Insurance Arena
Operating Expenses by Department
 D: Overhead & Other Support Services
 For The Period Ended: January FY26
 USD

	Period to Date			Year to Date					% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	
Other Payroll Costs: Payroll Processing Fees	-	-	-	3,984	-	(3,984)	3,984	-	-
Total Labor Costs	-	-	-	3,984	-	(3,984)	3,984	-	-
Consultants and Professional Services: Legal Services	-	-	-	-	-	-	-	500	-
62000: Consultants and Professional Services	-	-	-	-	-	-	-	500	-
Employee T&E: Vehicle Parking Expense	-	2,883	2,883	-	20,183	20,183	-	34,600	-
61000: Employee T&E	-	2,883	2,883	-	20,183	20,183	-	34,600	-
Insurance: Workers Comp	-	-	-	26,090	-	(26,090)	26,090	-	-
Insurance: Insurance and Bonding	8,679	13,500	4,821	70,451	94,502	24,051	70,451	162,004	43%
63000: Insurance	8,679	13,500	4,821	96,542	94,502	(2,039)	96,542	162,004	60%
Supplies: Vehicle Fuel	-	-	-	138	-	(138)	138	-	-
Supplies: Office Supplies	-	-	-	258	-	(258)	258	-	-
64000: Supplies	-	-	-	396	-	(396)	396	-	-
General R&M : General Repairs & Maintenance	-	63	63	-	438	438	-	750	-
General R&M: Leased Equipment & Vehicles	-	875	875	-	6,125	6,125	-	10,500	-
65001: General R&M	-	938	938	-	6,563	6,563	-	11,250	-
Repairs & Maintenance	-	938	938	-	6,563	6,563	-	11,250	-
General Utilities: General Utilities	-	-	-	577	-	(577)	577	-	-
General Utilities: Telephone	3,918	-	(3,918)	17,903	-	(17,903)	17,903	-	-
General Utilities: Internet & WIFI	416	4,008	3,592	10,685	28,058	17,373	10,685	48,100	22%
General Utilities: Electricity	44,722	29,167	(15,555)	252,425	204,167	(48,258)	252,425	350,000	72%
General Utilities: Water	3,269	583	(2,686)	13,623	4,083	(9,540)	13,623	7,000	195%
General Utilities: Sewer	-	2,083	2,083	605	14,583	13,978	605	25,000	2%
General Utilities: Natural Gas	19,938	20,000	62	64,345	95,000	30,655	64,345	150,000	43%
General Utilities: Water Services	527	-	(527)	2,859	-	(2,859)	2,859	-	-
66001: General Utilities	72,790	55,842	(16,949)	363,023	345,891	(17,132)	363,023	580,100	63%
Utilities	72,790	55,842	(16,949)	363,023	345,891	(17,132)	363,023	580,100	63%
Office Expenses: Postage & Freight	-	-	-	140	-	(140)	140	-	-
Office Expenses: Postage	91	167	76	1,268	1,667	399	1,268	2,500	51%
Office Expenses: Office Supplies	225	625	400	2,785	4,375	1,590	2,785	7,500	37%
Office Expenses: Water	-	-	-	236	-	(236)	236	-	-
Office Expenses: Office Refreshments	-	-	-	53	-	(53)	53	-	-
67000: Office Expenses	316	792	476	4,482	6,042	1,560	4,482	10,000	45%
Contracted Services: Internet & WIFI	-	-	-	3,559	-	(3,559)	3,559	-	-
Contracted Services: IT Services	520	-	(520)	6,983	-	(6,983)	6,983	-	-
Contracted Services: Water Services	-	-	-	527	-	(527)	527	-	-
Contracted Services: Parking	3,752	-	(3,752)	13,598	-	(13,598)	13,598	-	-
Contracted Services: Software & Licenses	-	-	-	520	-	(520)	520	-	-
Contracted Services: Management Fee (Base)	12,934	10,752	(2,182)	75,267	75,267	0	75,267	129,029	58%
Contracted Services: Website fees	-	-	-	650	-	(650)	650	-	-
69000: Contracted Services	17,206	10,752	(6,454)	101,104	75,267	(25,837)	101,104	129,029	78%
Other G&A: Information Technology	-	-	-	656	-	(656)	656	-	-
Other G&A: Licenses, Fees & Permits	479	625	146	4,620	4,375	(245)	4,620	7,500	62%
Other G&A: Internet & WIFI	-	-	-	95	-	(95)	95	-	-
Other G&A: Parking	-	-	-	8,874	-	(8,874)	8,874	-	-
72000: Other G&A	479	625	146	14,246	4,375	(9,871)	14,246	7,500	190%
Total Non Labor Costs	99,470	85,332	(14,138)	579,792	552,823	(26,969)	579,792	934,983	62%
Total Operating Expenses	99,470	85,332	(14,138)	583,776	552,823	(30,952)	583,776	934,983	62%



**Cross Insurance Arena
Operating Expenses by Department**

D: Partnerships
For The Period Ended: January FY26
USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Supplies: Promotional Supplies	-	-	-	1,366	-	(1,366)	1,366	-	-
64000: Supplies	-	-	-	1,366	-	(1,366)	1,366	-	-
Advertising & Marketing: New Business Marketing	927	-	(927)	927	-	(927)	927	-	-
70000: Advertising & Marketing	927	-	(927)	927	-	(927)	927	-	-
Total Non Labor Costs	927	-	(927)	2,293	-	(2,293)	2,293	-	-
Total Operating Expenses	927	-	(927)	2,293	-	(2,293)	2,293	-	-



**Cross Insurance Arena
Operating Expenses by Department**

D: Sales

For The Period Ended: January FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	-	-	-	7,723	-	(7,723)	7,723	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	-	-	-	634	-	(634)	634	-	-
Employee Benefits: General Employee Benefits	-	-	-	1,252	-	(1,252)	1,252	-	-
Pension & 401K: Pension & 401K	-	-	-	581	-	(581)	581	-	-
Total Labor Costs	-	-	-	10,189	-	(10,189)	10,189	-	-
Total Operating Expenses	-	-	-	10,189	-	(10,189)	10,189	-	-



**Cross Insurance Arena
Operating Expenses by Department**

D: Ticketing & Box Office
For The Period Ended: January FY26
USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	11,949	10,147	(1,802)	74,039	71,031	(3,008)	74,039	121,768	61%
Salaries & Wages: Salaried Part-Time	5,264	-	(5,264)	15,195	-	(15,195)	15,195	-	-
Salaries & Wages: Hourly Part-Time	-	1,500	1,500	-	11,500	11,500	-	20,000	-
Salaries & Wages: Event Wages	(3,072)	-	3,072	(10,652)	-	10,652	(10,652)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	1,298	1,044	(254)	6,668	5,292	(1,376)	6,668	9,131	73%
Payroll Taxes: Salaried Part-Time	-	-	-	82	-	(82)	82	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	618	300	(318)	1,811	2,100	289	1,811	3,600	50%
Payroll Taxes: Workers Comp	-	123	123	-	860	860	-	1,473	-
Employee Benefits: General Employee Benefits	3,668	4,322	654	25,066	30,254	5,188	25,066	51,875	48%
Pension & 401K: General Employee Benefits	-	-	-	(170)	-	170	(170)	-	-
Pension & 401K: Pension & 401K	340	534	194	2,162	3,736	1,574	2,162	6,404	34%
Total Labor Costs	20,064	17,970	(2,094)	114,202	124,772	10,570	114,202	214,251	53%
Employee T&E: Training, Conferences, Meetings	2,410	-	(2,410)	3,110	-	(3,110)	3,110	2,000	155%
61000: Employee T&E	2,410	-	(2,410)	3,110	-	(3,110)	3,110	2,000	155%
Supplies: Office Supplies	-	100	100	173	550	377	173	1,000	17%
64000: Supplies	-	100	100	173	550	377	173	1,000	17%
Office Expenses: Printing	-	42	42	-	292	292	-	500	-
Office Expenses: Telephone	-	54	54	-	379	379	-	650	-
67000: Office Expenses	-	96	96	-	671	671	-	1,150	-
Contracted Services: Armored Car	-	200	200	1,682	1,100	(582)	1,682	2,000	84%
69000: Contracted Services	-	200	200	1,682	1,100	(582)	1,682	2,000	84%
Other G&A: Armored Car	386	-	(386)	386	-	(386)	386	-	-
Other G&A: Credit Card Merchant Fees	551	-	(551)	876	300	(576)	876	500	175%
Other G&A: Cash Over/Short	(53)	-	53	(53)	-	53	(53)	-	-
72000: Other G&A	883	-	(883)	1,209	300	(909)	1,209	500	242%
Total Non Labor Costs	3,293	396	(2,897)	6,173	2,621	(3,552)	6,173	6,650	93%
Total Operating Expenses	23,357	18,366	(4,991)	120,375	127,393	7,018	120,375	220,901	54%



**Cross Insurance Arena
Operating Expenses by Department**

D: Revenue & COS
For The Period Ended: January FY26
USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Insurance: Workers Comp	5,218	-	(5,218)	5,218	-	(5,218)	5,218	-	-
63000: Insurance	5,218	-	(5,218)	5,218	-	(5,218)	5,218	-	-
Total Non Labor Costs	5,218	-	(5,218)	5,218	-	(5,218)	5,218	-	-
Total Operating Expenses	5,218	-	(5,218)	5,218	-	(5,218)	5,218	-	-



**Cross Insurance Arena
Operating Expenses by Department**

D: Operations

For The Period Ended: January FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	18,891	16,369	(2,522)	112,296	114,581	2,285	112,296	196,424	57%
Salaries & Wages: Salaried Part-Time	6,137	-	(6,137)	49,299	-	(49,299)	49,299	-	-
Salaries & Wages: Hourly Part-Time	-	12,500	12,500	-	87,500	87,500	-	150,000	-
Salaries & Wages: Event Wages	(5,233)	-	5,233	(27,835)	-	27,835	(27,835)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	2,043	1,862	(181)	8,710	7,463	(1,247)	8,710	12,473	70%
Payroll Taxes: Payroll Taxes (Part-Time)	837	1,898	1,061	4,684	13,285	8,601	4,684	22,766	21%
Payroll Taxes: Workers Comp	-	347	347	-	2,432	2,432	-	4,169	-
Employee Benefits: General Employee Benefits	6,442	6,696	253	36,046	46,866	10,820	36,046	80,343	45%
Pension & 401K: General Employee Benefits	-	-	-	(204)	-	204	(204)	-	-
Pension & 401K: Pension & 401K	575	855	281	3,413	5,988	2,575	3,413	10,265	33%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	8,858	-
Contra-Payroll: Payroll Recovery PT	-	(8,333)	(8,333)	-	(58,333)	(58,333)	-	(100,000)	-
Total Labor Costs	29,692	32,194	2,502	186,409	219,781	33,372	186,409	385,299	48%
Employee T&E: Training, Conferences, Meetings	1,550	-	(1,550)	1,550	-	(1,550)	1,550	500	310%
61000: Employee T&E	1,550	-	(1,550)	1,550	-	(1,550)	1,550	500	310%
Supplies: Cleaning & Cleaning Supplies	-	-	-	3,615	-	(3,615)	3,615	-	-
Supplies: Propane	151	-	(151)	455	-	(455)	455	-	-
Supplies: Uniforms	-	-	-	-	750	750	-	750	-
Supplies: Cleaning Supplies	-	-	-	677	-	(677)	677	-	-
Supplies: General Supplies	-	2,333	2,333	-	16,333	16,333	-	28,000	-
Supplies: Building Supplies	2,491	-	(2,491)	13,725	-	(13,725)	13,725	-	-
Supplies: Hockey Supplies	-	-	-	1,692	-	(1,692)	1,692	-	-
Supplies: Ice Supplies	209	-	(209)	2,174	-	(2,174)	2,174	-	-
Supplies: Janitorial Supplies	3,677	3,333	(344)	14,789	23,333	8,544	14,789	40,000	37%
64000: Supplies	6,528	5,667	(861)	37,127	40,417	3,290	37,127	68,750	54%
General R&M: Repairs & Maintenance	-	-	-	1,058	-	(1,058)	1,058	-	-
General R&M: Equipment Rental	-	-	-	-	3,000	3,000	-	5,000	-
General R&M: Equipment Maintenance	545	3,750	3,205	13,380	26,250	12,870	13,380	45,000	30%
General R&M: General Repairs & Maintenance	-	3,750	3,750	27,067	26,250	(817)	27,067	45,000	60%
General R&M: Hockey Equipment	-	3,667	3,667	-	25,667	25,667	-	44,000	-
General R&M: Plumbing repairs	357	-	(357)	1,371	-	(1,371)	1,371	-	-
General R&M: Elevator/Escalator Repair	1,334	-	(1,334)	9,008	-	(9,008)	9,008	-	-
General R&M: R&M Equipment Fund	-	-	-	1,334	-	(1,334)	1,334	-	-
65001: General R&M	2,236	11,167	8,931	53,219	81,167	27,948	53,219	139,000	38%
Repairs & Maintenance	2,236	11,167	8,931	53,219	81,167	27,948	53,219	139,000	38%
General Utilities: Propane	-	-	-	79	-	(79)	79	-	-
General Utilities: Cell Phone & Data	51	-	(51)	306	-	(306)	306	-	-
66001: General Utilities	51	-	(51)	385	-	(385)	385	-	-
Utilities	51	-	(51)	385	-	(385)	385	-	-
Office Expenses: Telephone	-	54	54	-	379	379	-	650	-
67000: Office Expenses	-	54	54	-	379	379	-	650	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	785	-	(785)	785	-	-
Contracted Services: Repairs & Maintenance	26,371	-	(26,371)	26,371	-	(26,371)	26,371	-	-
Contracted Services: Trash Removal	2,227	2,000	(227)	15,661	14,000	(1,661)	15,661	24,000	65%
Contracted Services: Cell Phone & Data	-	-	-	51	-	(51)	51	-	-
Contracted Services: Elevator/Escalator Repair	-	1,375	1,375	-	9,625	9,625	-	16,500	-
Contracted Services: Alarm & CCTV	-	-	-	30	-	(30)	30	-	-
Contracted Services: Pest Control	270	300	30	1,890	2,100	210	1,890	3,600	53%
Contracted Services: Inspections	-	458	458	13,426	3,208	(10,217)	13,426	5,500	244%
Contracted Services: Snow Removal	-	-	-	-	-	-	-	250	-
Contracted Services: Window/Facade Cleaning	-	-	-	655	-	(655)	655	-	-
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	250	-	(250)	350	-	(350)	350	-	-
69000: Contracted Services	29,117	4,133	(24,984)	59,218	28,933	(30,285)	59,218	49,850	119%
Other G&A: Licenses, Fees & Permits	600	-	(600)	600	-	(600)	600	-	-
Other G&A: Building Supplies	-	-	-	95	-	(95)	95	-	-
Other G&A: Inspections	645	-	(645)	645	-	(645)	645	-	-
Other G&A: Dues and Subscriptions	-	21	21	350	146	(204)	350	250	140%
72000: Other G&A	1,245	21	(1,224)	1,690	146	(1,544)	1,690	250	676%
Total Non Labor Costs	40,727	21,042	(19,685)	153,188	151,042	(2,146)	153,188	259,000	59%
Total Operating Expenses	70,419	53,235	(17,184)	339,597	370,822	31,226	339,597	644,299	53%



**Cross Insurance Arena
Operating Expenses by Department**

D: Executive Management

For The Period Ended: January FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	12,492	10,826	(1,666)	77,431	75,783	(1,649)	77,431	129,913	60%
Salaries & Wages: Salaried Part-Time	264	-	(264)	6,161	-	(6,161)	6,161	-	-
Salaries & Wages: Hourly Part-Time	-	2,000	2,000	-	13,000	13,000	-	23,000	-
Bonuses & Commissions: Accrued Bonus	-	1,083	1,083	-	7,578	7,578	-	12,991	-
Payroll Taxes: Payroll Taxes (Full-Time)	1,354	1,256	(98)	7,166	4,989	(2,177)	7,166	8,101	88%
Payroll Taxes: Payroll Taxes (Part-Time)	-	-	-	(45)	-	45	(45)	-	-
Payroll Taxes: Workers Comp	-	339	339	-	2,374	2,374	-	4,069	-
Employee Benefits: General Employee Benefits	1,385	1,543	158	9,048	10,801	1,753	9,048	18,521	49%
Pension & 401K: General Employee Benefits	-	-	-	(103)	-	103	(103)	-	-
Pension & 401K: Pension & 401K	113	746	633	39	5,220	5,181	39	8,949	0%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	12,987	-
Total Labor Costs	15,608	17,793	2,185	99,697	119,745	20,048	99,697	218,532	46%
Employee T&E: Decorations	-	-	-	165	-	(165)	165	-	-
Employee T&E: Entertainment	91	-	(91)	698	-	(698)	698	-	-
Employee T&E: Meals and Entertainment	-	417	417	-	2,919	2,919	-	5,000	-
Employee T&E: Training, Conferences, Meetings	-	1,000	1,000	-	1,000	1,000	-	2,000	-
Employee T&E: Gifts	-	-	-	-	250	250	-	250	-
61000: Employee T&E	91	1,417	1,326	863	4,169	3,306	863	7,250	12%
Office Expenses: Telephone	-	50	50	-	375	375	-	650	-
67000: Office Expenses	-	50	50	-	375	375	-	650	-
Other G&A: Dues and Subscriptions	1,290	150	(1,140)	2,460	1,050	(1,410)	2,460	1,800	137%
72000: Other G&A	1,290	150	(1,140)	2,460	1,050	(1,410)	2,460	1,800	137%
Total Non Labor Costs	1,381	1,617	236	3,323	5,594	2,271	3,323	9,700	34%
Total Operating Expenses	16,989	19,410	2,421	103,020	125,339	22,319	103,020	228,232	45%



**Cross Insurance Arena
Operating Expenses by Department**

D: Finance & Accounting
For The Period Ended: January FY26
USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	12,328	10,684	(1,644)	76,416	74,789	(1,627)	76,416	128,211	60%
Other Payroll Costs: Payroll Service Fees	-	-	-	4,758	-	(4,758)	4,758	-	-
Other Payroll Costs: Payroll Processing Fees	3,318	-	(3,318)	16,390	-	(16,390)	16,390	-	-
Bonuses & Commissions: Accrued Bonus	-	1,068	1,068	-	7,479	7,479	-	12,821	-
Payroll Taxes: Payroll Taxes (Full-Time)	1,335	1,052	(283)	6,559	3,574	(2,985)	6,559	5,681	115%
Payroll Taxes: Workers Comp	-	335	335	-	2,342	2,342	-	4,016	-
Employee Benefits: General Employee Benefits	14	1,642	1,628	102	1,894	1,792	102	10,104	1%
Pension & 401K: General Employee Benefits	-	-	-	(444)	-	444	(444)	-	-
Pension & 401K: Pension & 401K	493	588	95	3,428	4,114	687	3,428	7,053	49%
Total Labor Costs	17,487	15,369	(2,118)	107,210	94,194	(13,016)	107,210	167,885	64%
Consultants and Professional Services: Payroll Service Fees	-	5,838	5,838	-	40,863	40,863	-	70,050	-
62000: Consultants and Professional Services	-	5,838	5,838	-	40,863	40,863	-	70,050	-
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	500	-
Employee T&E: Training, Conferences, Meetings	-	-	-	376	-	(376)	376	2,800	13%
61000: Employee T&E	-	-	-	376	-	(376)	376	3,300	11%
Contracted Services: Information Technology	-	-	-	520	-	(520)	520	-	-
Contracted Services: Background Checks	125	63	(62)	125	438	313	125	750	17%
Contracted Services: IT Services	-	-	-	1,290	-	(1,290)	1,290	-	-
69000: Contracted Services	125	63	(62)	1,935	438	(1,497)	1,935	750	258%
Other G&A: Information Technology	-	-	-	328	-	(328)	328	-	-
Other G&A: Licenses, Fees & Permits	-	-	-	328	-	(328)	328	-	-
Other G&A: Software & Licenses	328	-	(328)	984	-	(984)	984	-	-
Other G&A: Dues and Subscriptions	-	-	-	32	-	(32)	32	-	-
72000: Other G&A	328	-	(328)	1,672	-	(1,672)	1,672	-	-
Total Non Labor Costs	453	5,900	5,447	3,983	41,300	37,317	3,983	74,100	5%
Total Operating Expenses	17,940	21,269	3,329	111,193	135,494	24,301	111,193	241,985	46%



Cross Insurance Arena
Operating Expenses by Department
 D: Marketing & Communications
 For The Period Ended: January FY26
 USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	7,882	11,279	3,397	54,344	78,953	24,608	54,344	135,347	40%
Salaries & Wages: Event Wages	(156)	-	156	(3,747)	-	3,747	(3,747)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	938	1,435	497	4,862	4,764	(99)	4,862	7,930	61%
Payroll Taxes: Workers Comp	-	321	321	-	2,248	2,248	-	3,854	-
Employee Benefits: General Employee Benefits	1,314	2,856	1,542	11,695	19,682	7,987	11,695	33,961	34%
Pension & 401K: General Employee Benefits	-	-	-	(176)	-	176	(176)	-	-
Pension & 401K: Pension & 401K	336	598	263	2,499	4,188	1,690	2,499	7,180	35%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	7,874	-
Total Labor Costs	10,314	16,489	6,175	69,478	109,835	40,357	69,478	196,146	35%
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	700	-
Employee T&E: Training, Conferences, Meetings	-	-	-	-	500	500	-	5,000	-
Employee T&E: Customer Relations	-	-	-	-	400	400	-	650	-
61000: Employee T&E	-	-	-	-	900	900	-	6,350	-
Office Expenses: Telephone	-	108	108	-	758	758	-	1,300	-
67000: Office Expenses	-	108	108	-	758	758	-	1,300	-
Contracted Services: Website Maintenance	-	-	-	1,300	-	(1,300)	1,300	-	-
Contracted Services: Software & Licenses	1,768	-	(1,768)	1,768	-	(1,768)	1,768	-	-
Contracted Services: Website fees	-	-	-	650	-	(650)	650	-	-
69000: Contracted Services	1,768	-	(1,768)	3,718	-	(3,718)	3,718	-	-
Advertising & Marketing: Advertising & Marketing	1,585	-	(1,585)	2,387	-	(2,387)	2,387	-	-
Advertising & Marketing: Photography	-	-	-	100	-	(100)	100	-	-
Advertising & Marketing: Advertising	-	517	517	663	3,617	2,954	663	6,200	11%
Advertising & Marketing: Website fees	650	650	0	1,950	4,550	2,600	1,950	7,800	25%
Advertising & Marketing: Subscriptions	-	-	-	120	-	(120)	120	-	-
70000: Advertising & Marketing	2,235	1,167	(1,068)	5,220	8,167	2,947	5,220	14,000	37%
Other G&A: Printing	-	125	125	90	875	785	90	1,500	6%
Other G&A: Customer Relations	-	-	-	-	450	450	-	650	-
Other G&A: Dues and Subscriptions	-	550	550	1,260	3,850	2,590	1,260	6,600	19%
72000: Other G&A	-	675	675	1,350	5,175	3,825	1,350	8,750	15%
Total Non Labor Costs	4,003	1,950	(2,053)	10,289	15,000	4,711	10,289	30,400	34%
Total Operating Expenses	14,317	18,439	4,122	79,766	124,835	45,068	79,766	226,546	35%

**CROSS INSURANCE ARENA
AR & AP AGING**

ACCOUNTS RECEIVABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED RECEIVABLES:</u>		
CURRENT	77,013.35	37.2%
OVER 30 DAYS	20,253.69	9.8%
OVER 60 DAYS	1,598.34	0.8%
OVER 90 DAYS*	6,303.37	3.0%
OVER 120 DAYS*	102,015.43	49.2%
TOTAL:	<u>207,184.18</u>	<u>100.0%</u>

<u>CUSTOMER</u>	<u>OVER 120DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
Aroma Joes - 2024-25		17,000.00	Sponsorship - Expect
Bath Savings 2024-25		20,000.00	Sponsorship - Expect to collect
Chik Fil A 2024-25		7,500.00	Sponsorship - Expect to collect
Cape Elizabeth Athletics	Feb Ice Rentals	2,032.00	Sponsorship - Expect to collect
Definitive Brewery		12,676.50	Sponsorship +Production - Doubtful to collect
Floor Decor		7,806.89	Sponsorship - Doubtful to collect
Hannaford		10,000.00	Sponsorship - Expect to collect
Martins Point		7,500.00	Sponsorship - Expect to collect
Nappi Distributors		10,000.00	Sponsorship - Expect to collect
Rinck Advertising		7,500.00	Sponsorship - Doubtful to collect
		<u>-</u>	
		102,015.43	

ACCOUNTS PAYABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED PAYABLES:</u>		
CURRENT	289,954	100.0%
OVER 60 DAYS	-	0.0%
OVER 90 DAYS	-	0.0%
OVER 120 DAYS	-	0.0%
TOTAL:	<u>289,954</u>	<u>100.0%</u>



One Civic Center Square, Portland, ME 04101

FEBRUARY 2026

Fiscal Year ending June 30, 2026

**Submitted By
Mark Eddy**

OVG VENUE MANAGEMENT

R.Chmura
J. Dixon
D. Higgins
K. Hilsen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager

Table of Contents

1. Cross Insurance Arena - USD - FY YE Jun	1
1.1 IS - Summary	1
1.2 Balance Sheet.....	2
1.3 Rolling Forecast.....	3
1.4 Gross Profit - Summary.....	4
1.5 IS - Details.....	5
1.5 OpEx - Total Department	9
1.6 OpEx - D: Third Party Partnerships.....	11
1.7 OpEx - D: Event Services	12
1.8 OpEx - D: Food & Beverage	13
1.9 OpEx - D: Overhead & Other Support Services.....	14
1.10 OpEx - D: Partnerships	15
1.11 OpEx - D: Sales	16
1.12 OpEx - D: Ticketing & Box Office	17
1.13 OpEx - D: Operations.....	19
1.14 OpEx - D: Executive Management.....	20
1.15 OpEx - D: Finance & Accounting	21
1.16 OpEx - D: Marketing & Communications	22
1.17 A/R and A/P Aging	23

Cross Insurance Arena
Consolidated Income Statement
For the Period Ended: February FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	3	-3	7	24	-17
90002: Number of Events	8	13	-5	45	52	-7
90003: Paid Attendance - General Seating	27,842	38,200	-10,358	152,614	172,000	-19,386
90009: Attendance	25,060	36,400	-11,340	128,904	148,000	-19,096
90015: Dropcount - General Seating	-	33,900	-33,900	-	145,500	-145,500
90022: Ticket Sales - Manifested	-	1,190,309	-1,190,309	-	5,047,132	-5,047,132
Event Revenue						
SL: Rent Ticket Receipts	870,902	80,425	790,477	4,543,536	310,900	4,232,636
SL: Event Reimbursement	131,639	209,670	(78,031)	947,086	776,324	170,762
Direct Event Revenue	1,002,542	290,095	712,447	5,490,622	1,087,224	4,403,398
SL: Ticketing Fees	105,270	134,402	(29,132)	519,469	532,210	(12,741)
SL: Premium Seating	10,598	-	10,598	19,729	-	19,729
SL: Unmanifested Seats	-	250	(250)	-	9,000	(9,000)
SL: Sponsorships	-	-	-	589	-	589
SL: Total Merchandise	6,851	9,598	(2,747)	13,497	18,150	(4,653)
SL: Total Catering	-	4,862	(4,862)	301	4,862	(4,561)
SL: Total Concessions	443,357	319,100	124,257	2,176,015	1,590,169	585,846
SL: Other Event	-	-	-	1,167	1,400	(233)
Total Event Revenue	1,568,618	758,307	810,311	8,221,389	3,243,015	4,978,374
Event Costs						
SL: Direct Revenue & Costs	198,326	236,882	38,556	1,290,826	1,008,419	(282,407)
SL: Total Catering	-	32,847	32,847	1,424	262,776	261,352
SL: Total Concessions	216,983	137,597	(79,386)	1,077,698	542,706	(534,992)
Total Event Costs	415,309	407,326	(7,983)	2,369,949	1,813,901	(556,048)
Event Gross Profit before Revenue Sharing	1,153,308	350,981	802,327	5,851,440	1,429,114	4,422,326
Total Promoter & Team Revenue Sharing / Revenue	751,883	86,069	(665,814)	4,368,821	388,777	(3,982,044)
Event Gross Profit	401,426	307,087	94,339	1,482,619	1,232,612	250,008
Contracted Revenue						
SL: Premium Seating	11,247	19,643	(8,397)	58,441	157,147	(98,705)
SL: Sponsorships	45,328	63,750	(18,422)	288,515	510,000	(221,485)
Total Contracted Revenue	56,575	83,393	(26,819)	346,957	667,147	(320,190)
Contracted Revenue Expenses						
SL: Premium Seating	-	15,390	15,390	-	123,123	123,123
Total Contracted Revenue Expenses	-	15,390	15,390	-	123,123	123,123
Contracted Gross Profit before Revenue Sharing	56,575	68,003	(11,428)	346,957	544,024	(197,067)
Contracted Revenue Gross Profit	56,575	68,003	(11,428)	346,957	544,024	(197,067)
Direct Other Revenue						
SL: Rent Ticket Receipts	-	-	-	4,730	-	4,730
Direct Other Revenue	-	-	-	4,730	-	4,730
SL: Ticketing Fees	-	-	-	40	-	40
SL: Premium Seating	-	-	-	22,362	-	22,362
SL: Sponsorships	-	-	-	89,642	-	89,642
SL: Other Event	41,389	6,667	34,723	73,609	64,333	9,275
Total Other Revenue	41,389	6,667	34,723	190,383	64,333	126,050
Other Gross Profit before Revenue Sharing	41,389	6,667	34,723	190,383	64,333	126,050
Other Revenue Gross Profit	41,389	6,667	34,723	190,383	64,333	126,050
Total Gross Profit	499,390	381,757	117,633	2,019,959	1,840,969	178,990
Indirect Expenses	240,508	286,504	45,996	2,001,908	2,176,566	174,658
Net Operating Income / (Loss)	258,882	95,253	163,629	18,051	(335,597)	353,648
Other Income & Expenses	-	-	-	-	-	-
Total Net Income	258,882	95,253	163,629	18,051	(335,597)	353,648



Cross Insurance Arena
Balance Sheet
For the Period Ended: February FY26

USD

	Feb-FY26
Assets	
Current Assets	
Cash and Cash Equivalents	3,857,656
Accounts Receivable	535,079
Inventory	93,790
Prepaid and Other Current Assets	27,541
Total Current Assets	4,514,066
 Fixed Assets	
Fixed Assets minus CIP	19,821
Total Fixed Assets	19,821
 Total Assets	4,533,888
 Liabilities & Members' Capital	
Current Liabilities	
Total Accounts Payable	382,119
Accrued Expenses	777,002
Total Deferred Revenue	605,914
Total Other Current Liabilities	2,217,924
Total Current Liabilities	3,982,959
 Non-Current Liabilities	
 Members' Capital	
Equity	1,406,867
Retained Earnings	(855,939)
Total Equity	550,928
Total Liabilities and Equity	4,533,888

Venue	Cross Insurance Arena		Rolling Forecast 03.23.26												
Fiscal Year	FY26														
Year-End	MTD														
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Forecast	Total Forecast	Budget	Better / (Worse)
	July	August	September	October	November	December	January	February	March	April	May	June			
Event Profit	144	84,664	119,207	64,341	289,394	252,574	279,213	401,426	325,000	175,000	150,000	50,000	2,190,963	2,104,362	86,601
Contracted Revenue	51,191	55,328	58,325	71,731	53,808	52,061	59,943	56,575	54,000	54,000	54,000	54,000	674,961	816,036	(141,075)
Other Revenue	805.11	1	1,059	873	11,737	12,545	9,970	41,389	6,667	5,667	5,667	5,667	102045	88,000	14045
Gross Profit	52139.95	139,992	178,591	136,945	354,938	317,180	340,783	499,390	385,667	234,667	209,667	109,667	2959626	3,008,399	-48772
Overhead Expenses	185,525	226,000	239,725	269,743	254,696	260,845	324,867	240,508	288,436	280,390	251,415	325,850	3,148,000	3,312,658	164,659
Net Income	(133385)	(86,007)	(61,134)	(132,798)	100,243	56,335	15,916	258,882	97,231	(45,724)	(41,749)	(216,183)	(188,373)	(304,260)	115,886



Cross Insurance Arena Consolidated Gross Profit Statement

For the Period Ended: February FY26

USD

Statistics	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	3	-3	7	24	-17
90002: Number of Events	7	13	-6	44	52	-8
90003: Paid Attendance - General Seating	27,842	38,200	-10,358	152,614	172,000	-19,386
90009: Attendance	25,060	36,400	-11,340	128,904	148,000	-19,096
90015: Dropcount - General Seating	-	33,900	-33,900	-	145,500	-145,500
90022: Ticket Sales - Manifested	-	1,190,309	-1,190,309	-	5,047,132	-5,047,132
Event Gross Profit						
SL: Rent Ticket Receipts	870,902	80,425	790,477	4,543,536	310,900	4,232,636
SL: Event Reimbursement	(66,687)	(27,212)	(39,475)	(343,741)	(232,095)	(111,646)
Direct Event Gross Profit	804,215	53,213	751,002	4,199,796	78,805	4,120,991
SL: Ticketing Fees	105,270	134,402	(29,132)	519,469	532,210	(12,741)
SL: Premium Seating	10,598	-	10,598	19,729	-	19,729
SL: Unmanifested Seats	-	250	(250)	-	9,000	(9,000)
SL: Sponsorships	-	-	-	589	-	589
SL: Total Merchandise	6,851	9,598	(2,747)	13,497	18,150	(4,653)
SL: Total Catering	-	(27,985)	27,985	(1,123)	(257,914)	256,791
SL: Total Concessions	226,374	181,503	44,871	1,098,317	1,047,463	50,854
SL: Miscellaneous Event	-	-	-	1,167	1,400	(233)
Total Event Gross Profit	401,426	307,087	94,339	1,482,619	1,232,612	250,008
Contracted Gross Profit						
SL: Premium Seating	11,247	4,253	6,994	58,441	34,024	24,417
SL: Sponsorships	45,328	63,750	(18,422)	288,515	510,000	(221,485)
Total Contracted Gross Profit	56,575	68,003	(11,428)	346,957	544,024	(197,067)
Contracted Gross Profit before Revenue Sharing	56,575	68,003	(11,428)	346,957	544,024	(197,067)
Contracted Revenue Gross Profit	56,575	68,003	(11,428)	346,957	544,024	(197,067)
Other Gross Profit						
SL: Rent Ticket Receipts	-	-	-	4,730	-	4,730
Direct Other Gross Profit	-	-	-	4,730	-	4,730
SL: Ticketing Fees	-	-	-	40	-	40
SL: Premium Seating	-	-	-	22,362	-	22,362
SL: Sponsorships	-	-	-	89,642	-	89,642
SL: Ice Rink	-	1,000	(1,000)	6,084	19,000	(12,916)
SL: Miscellaneous Other	41,389	5,667	35,723	67,525	45,333	22,191
Total Other Gross Profit	41,389	6,667	34,723	190,383	64,333	126,050
Other Gross Profit before Revenue Sharing	41,389	6,667	34,723	190,383	64,333	126,050
Other Revenue Gross Profit	41,389	6,667	34,723	190,383	64,333	126,050
Total Gross Profit	499,390	381,757	117,633	2,019,959	1,840,969	178,990
Indirect Expenses	240,508	286,504	45,996	2,001,908	2,176,566	174,658
Net Operating Income / (Loss)	258,882	95,253	163,629	18,051	(335,597)	353,648
Other Income & Expense	-	-	-	-	-	-
Total Net Income	258,882	95,253	163,629	18,051	(335,597)	353,648



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: February FY26
USD

Statistics	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	3	-3	7	24	-17
90002: Number of Events	8	13	-5	45	52	-7
90003: Paid Attendance - General Seating	27,842	38,200	-10,358	152,614	172,000	-19,386
90009: Attendance	25,060	36,400	-11,340	128,904	148,000	-19,096
90015: Dropcount - General Seating	-	33,900	-33,900	-	145,500	-145,500
90022: Ticket Sales - Manifested	-	1,190,309	-1,190,309	-	5,047,132	-5,047,132
Event Revenue						
SL: Tickets & Admissions Revenue - Event Revenue: Manifested Ticket Receipts	793,483	-	793,483	4,216,245	42,500	4,173,745
SL: Rentals - Event Revenue: Rental Income	77,419	-	77,419	298,291	-	298,291
SL: Rentals - Event Revenue: Venue Rentals	-	80,425	(80,425)	29,000	268,400	(239,400)
Total Rent / Ticket Receipts	870,902	80,425	790,477	4,543,536	310,900	4,232,636
SL: Service & Expense Reimbursement - Event Revenue: Stagehand	40,380	72,895	(32,515)	347,288	333,910	13,378
SL: Service & Expense Reimbursement - Event Revenue: Artist & Talent Fees	-	-	-	135,794	-	135,794
SL: Service & Expense Reimbursement - Event Revenue: Catering	17,871	27,245	(9,374)	128,012	137,260	(9,248)
SL: Service & Expense Reimbursement - Event Revenue: Security	21,384	41,100	(19,716)	94,196	100,350	(6,154)
SL: Service & Expense Reimbursement - Event Revenue: Production	487	1,530	(1,043)	50,013	20,960	29,053
SL: Service & Expense Reimbursement - Event Revenue: Advertising & Marketing	19,208	10,250	8,958	32,307	27,950	4,357
SL: Service & Expense Reimbursement - Event Revenue: Cleaning & Cleaning Supplies	7,972	10,525	(2,553)	31,809	23,495	8,314
SL: Service & Expense Reimbursement - Event Revenue: Police	5,601	12,425	(6,824)	17,517	24,675	(7,158)
SL: Service & Expense Reimbursement - Event Revenue: Contracted Security	-	-	-	15,514	-	15,514
SL: Service & Expense Reimbursement - Event Revenue: EMT	3,019	1,650	1,369	14,542	6,770	7,772
SL: Service & Expense Reimbursement - Event Revenue: Group Sales Commission	4,563	-	4,563	12,913	-	12,913
SL: Service & Expense Reimbursement - Event Revenue: Ushers	-	-	-	12,689	-	12,689
SL: Service & Expense Reimbursement - Event Revenue: Event Changeover	4,529	-	4,529	12,148	-	12,148
SL: Service & Expense Reimbursement - Event Revenue: Operations	-	7,000	(7,000)	11,902	17,550	(5,648)
SL: Service & Expense Reimbursement - Event Revenue: Ticket Sellers	1,721	5,830	(4,109)	11,187	16,195	(5,008)
SL: Service & Expense Reimbursement - Event Revenue: Credit Card Merchant Fees	3,215	4,615	(1,400)	10,963	15,360	(4,397)
SL: Service & Expense Reimbursement - Event Revenue: Equipment Rental	890	5,275	(4,385)	5,882	17,225	(11,343)
SL: Service & Expense Reimbursement - Event Revenue: Information Technology	250	-	250	800	-	800
SL: Service & Expense Reimbursement - Event Revenue: Ticket Printing	548	-	548	548	-	548
SL: Service & Expense Reimbursement - Event Revenue: Flowers	-	-	-	528	-	528
SL: Service & Expense Reimbursement - Event Revenue: Trash Removal	-	-	-	260	-	260
SL: Service & Expense Reimbursement - Event Revenue: Telecommunications	-	625	(625)	250	1,819	(1,569)
SL: Service & Expense Reimbursement - Event Revenue: Insurance	-	-	-	24	-	24
SL: Service & Expense Reimbursement - Event Revenue: Other Expense	-	400	(400)	-	1,200	(1,200)
SL: Service & Expense Reimbursement - Event Revenue: Fees & Commissions	-	3,705	(3,705)	-	15,405	(15,405)
SL: Service & Expense Reimbursement - Event Revenue: Guest Services	-	4,600	(4,600)	-	16,200	(16,200)
Total Event Reimbursement	131,639	209,670	(78,031)	947,086	776,324	170,762
Direct Event Revenue	1,002,542	290,095	712,447	5,490,622	1,087,224	4,403,398
SL: Ticketing Fees - Event Revenue: VIP Lift	5,954	-	5,954	25,684	-	25,684
SL: Ticketing Fees - Event Revenue: Facility Fee	53,192	74,875	(21,683)	329,283	362,850	(33,567)
SL: Ticketing Fees - Event Revenue: Ticketing Fees	46,124	59,527	(13,403)	164,502	169,360	(4,858)
Total Ticketing Revenue	105,270	134,402	(29,132)	519,469	532,210	(12,741)
SL: Premium Seating - Event Revenue: Suites	10,598	-	10,598	19,729	-	19,729
Total Premium Seating	10,598	-	10,598	19,729	-	19,729
SL: Unmanifested Seats - Event Revenue: Individual Suite Rentals	-	250	(250)	-	9,000	(9,000)
Total Unmanifested Seats	-	250	(250)	-	9,000	(9,000)
SL: Partnerships - Event Revenue: Suites	-	-	-	589	-	589
Total Event Sponsorships	-	-	-	589	-	589
SL: Merchandise - Event Revenue: Merchandise	6,851	-	6,851	13,497	-	13,497
SL: Retail Merchandise - Event Revenue: Other Revenue	-	9,598	(9,598)	-	18,150	(18,150)
Total Merchandise	6,851	9,598	(2,747)	13,497	18,150	(4,653)
SL: Catering - Event Revenue: NA Beverage	-	1,862	(1,862)	96	1,862	(1,766)
SL: Catering - Event Revenue: Beer	-	-	-	75	-	75



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: February FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
SL: Catering - Event Revenue: Wine	-	-	-	70	-	70
SL: Catering - Event Revenue: Liquor	-	-	-	60	-	60
SL: Catering - Event Revenue: Food	-	3,000	(3,000)	-	3,000	(3,000)
Total Catering	-	4,862	(4,862)	301	4,862	(4,561)
SL: Concessions - Event Revenue: Food	157,690	106,268	51,422	756,604	505,364	251,240
SL: Concessions - Event Revenue: Beer	116,847	-	116,847	575,028	-	575,028
SL: Concessions - Event Revenue: NA Beverage	83,956	63,805	20,151	390,556	274,219	116,337
SL: Concessions - Event Revenue: Liquor	44,030	49,051	(5,021)	244,655	244,576	79
SL: Concessions - Event Revenue: Service Charge	38,484	-	38,484	194,008	-	194,008
SL: Concessions - Event Revenue: Wine	2,350	3,341	(991)	12,598	13,705	(1,108)
SL: Concessions - Event Revenue: Catering	-	-	-	2,567	-	2,567
SL: Concessions - Event Revenue: Canned Beer	-	96,635	(96,635)	-	552,305	(552,305)
Total Concession	443,357	319,100	124,257	2,176,015	1,590,169	585,846
SL: Miscellaneous Event - Event Revenue: Other Revenue	-	-	-	1,167	-	1,167
SL: Miscellaneous Event - Event Revenue: Sponsorship	-	-	-	-	1,400	(1,400)
Total Other Event Revenue	-	-	-	1,167	1,400	(233)
Total Event Revenue	1,568,618	758,307	810,311	8,221,389	3,243,015	4,978,374
Event Costs						
SL: Event Expenses - Event COS: Stagehand	42,953	71,545	28,592	317,655	303,895	(13,760)
SL: Event Expenses - Event COS: Security	36,810	57,545	20,735	185,437	213,919	28,482
SL: Event Expenses - Event COS: Catering	18,386	24,520	6,134	130,624	128,585	(2,039)
SL: Event Expenses - Event COS: Artist & Talent Fees	-	-	-	124,034	18,000	(106,034)
SL: Event Expenses - Event COS: Production	5,158	4,565	(593)	115,834	29,405	(86,429)
SL: Event Expenses - Event COS: Cleaning & Cleaning Supplies	21,350	27,070	5,720	92,411	112,840	20,429
SL: Event Expenses - Event COS: Advertising & Marketing	26,892	10,250	(16,642)	69,303	40,450	(28,853)
SL: Event Expenses - Event COS: Contracted Security	-	-	-	44,879	-	(44,879)
SL: Event Expenses - Event COS: Police	8,260	10,975	2,715	43,360	39,725	(3,635)
SL: Event Expenses - Event COS: EMT	5,679	6,085	406	31,874	28,415	(3,459)
SL: Event Expenses - Event COS: Operations	5,542	9,152	3,610	29,568	32,802	3,234
SL: Event Expenses - Event COS: Housekeeping/Cleaning	-	-	-	18,245	-	(18,245)
SL: Event Expenses - Event COS: Equipment Rental	-	825	825	13,791	6,575	(7,216)
SL: Event Expenses - Event COS: Ticket Sellers	2,787	5,190	2,403	13,439	17,920	4,481
SL: Event Expenses - Event COS: Credit Card Merchant Fees	3,140	3,355	215	10,585	11,185	600
SL: Event Expenses - Event COS: Charitable Donations	10,000	-	(10,000)	10,000	-	(10,000)
SL: Event Expenses - Event COS: Event Changeover	5,756	1,185	(4,571)	9,564	5,698	(3,866)
SL: Event Expenses - Event COS: Audio Visual	-	-	-	7,290	-	(7,290)
SL: Event Expenses - Event COS: Group Sales Commission	3,132	-	(3,132)	6,878	-	(6,878)
SL: Event Expenses - Event COS: Ushers	-	-	-	3,785	-	(3,785)
SL: Event Expenses - Event COS: Parking Operations	-	-	-	2,500	-	(2,500)
SL: Event Expenses - Event COS: Furniture	890	-	(890)	2,136	-	(2,136)
SL: Event Expenses - Event COS: Information Technology	-	-	-	1,688	-	(1,688)
SL: Event Expenses - Event COS: Hotel Expense	1,272	-	(1,272)	1,272	-	(1,272)
SL: Event Expenses - Event COS: Artist Gift	-	-	-	1,000	-	(1,000)
SL: Event Expenses - Event COS: Propane	-	-	-	966	-	(966)
SL: Event Expenses - Event COS: Photography	250	-	(250)	800	-	(800)
SL: Event Expenses - Event COS: Runners	-	-	-	625	-	(625)
SL: Event Expenses - Event COS: Supplies	-	-	-	500	-	(500)
SL: Event Expenses - Event COS: Internet & WIFI	-	-	-	375	-	(375)
SL: Event Expenses - Event COS: Licenses, Fees & Permits	-	-	-	300	-	(300)
SL: SG&A - Event COS: Advertising	69	-	(69)	69	-	(69)
SL: Event Expenses - Event COS: Entertainment	-	-	-	40	-	(40)
SL: Event Expenses - Event COS: Fees & Commissions	-	1,170	1,170	-	6,105	6,105
SL: Event Expenses - Event COS: Guest Services	-	3,450	3,450	-	12,900	12,900
Total Event Operating Expenses	198,326	236,882	38,556	1,290,826	1,008,419	(282,407)
SL: Catering - Event COS: FoH Labor	-	-	-	1,424	-	(1,424)



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: February FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
SL: Premium Catering - Event COS: Liquor	-	3,678	3,678	-	29,424	29,424
SL: Premium Catering - Event COS: NA Beverage	-	4,368	4,368	-	34,944	34,944
SL: Premium Catering - Event COS: Wine	-	132	132	-	1,056	1,056
SL: Premium Catering - Event COS: Food	-	16,095	16,095	-	128,760	128,760
SL: Premium Catering - Event COS: Canned Beer	-	8,574	8,574	-	68,592	68,592
Total Catering	-	32,847	32,847	1,424	262,776	261,352
SL: Concessions - Event COS: FoH Labor	87,480	76,100	(11,380)	419,888	377,175	(42,713)
SL: Concessions - Event COS: Food	55,482	26,391	(29,091)	283,313	65,815	(217,498)
SL: Concessions - Event COS: Sales Tax	29,329	-	(29,329)	141,907	-	(141,907)
SL: Concessions - Event COS: Beer	18,362	-	(18,362)	91,600	-	(91,600)
SL: Concessions - Event COS: NA Beverage	17,122	16,625	(497)	77,109	38,914	(38,195)
SL: Concessions - Event COS: Liquor	8,115	7,254	(861)	48,473	22,073	(26,400)
SL: Concessions - Event COS: Canned Beer	-	10,224	10,224	11,812	35,964	24,152
SL: Concessions - Event COS: Wine	1,094	1,003	(91)	3,595	2,765	(830)
Total Concession	216,983	137,597	(79,386)	1,077,698	542,706	(534,992)
Total Event Costs	415,309	407,326	(7,983)	2,369,949	1,813,901	(556,048)
Event Gross Profit before Revenue Sharing	1,153,308	350,981	802,327	5,851,440	1,429,114	4,422,326
Promoter & Team Revenue Sharing / Revenue						
SL: Promoter Revenue Share - Event COS: Concessions	-	30,695	30,695	-	92,181	92,181
SL: Team/Tenant Revenue Share - Event COS: Concessions	-	24,690	24,690	-	197,520	197,520
SL: Promoter Revenue Share - Event COS: VIP Revenue	-	-	-	2,160	-	(2,160)
SL: Promoter Revenue Share - Event COS: Merchandise	-	-	-	6,611	-	(6,611)
SL: Promoter Revenue Share - Event COS: Ticketing Fees	-	15,829	15,829	18,090	47,196	29,106
SL: Promoter Revenue Share - Event COS: Facility Fee	-	7,035	7,035	43,779	(12,680)	(56,459)
SL: Promoter Revenue Share - Event COS: Food & Beverage	24,049	-	(24,049)	222,340	-	(222,340)
SL: Promoter Revenue Share - Event COS: Promoter Profit/Loss	727,834	-	(727,834)	4,075,841	-	(4,075,841)
SL: Team/Tenant Revenue Share - Contra-Event Revenue: Third Party Services	-	7,820	7,820	-	62,560	62,560
Total Promoter & Team Revenue Sharing / Revenue	751,883	86,069	(665,814)	4,368,821	386,777	(3,982,044)
Event Gross Profit	401,426	307,087	94,339	1,482,619	1,232,612	250,008
Contracted Revenue						
SL: Premium Seating - Contracted Revenue: All Event Club Seats	-	1,727	(1,727)	-	13,813	(13,813)
SL: Premium Seating - Contracted Revenue: Club Seats	521	-	521	4,582	-	4,582
SL: Premium Seating - Contracted Revenue: Suites	10,726	17,917	(7,191)	53,860	143,333	(89,474)
Total Premium Seating	11,247	19,643	(8,397)	58,441	157,147	(98,705)
SL: Partnerships - Contracted Revenue: All Event Club Seats	-	-	-	1,376	-	1,376
SL: Partnerships - Contracted Revenue: Suites	-	-	-	10,497	-	10,497
SL: Partnerships - Contracted Revenue: Arena Sponsor	-	45,833	(45,833)	23,641	366,667	(343,026)
SL: Partnerships - Contracted Revenue: Naming Rights	15,677	17,917	(2,240)	95,567	143,333	(47,766)
SL: Partnerships - Contracted Revenue: Presenting Sponsor	29,651	-	29,651	157,434	-	157,434
Total Sponsorships	45,328	63,750	(18,422)	288,515	510,000	(221,485)
Total Contracted Revenue	56,575	83,393	(26,819)	346,957	667,147	(320,190)
Contracted Revenue Expenses						
SL: Premium Seating - Contracted Revenue COS: Commissions	-	15,390	15,390	-	123,123	123,123
Total Premium Seating Expenses	-	15,390	15,390	-	123,123	123,123
Total Contracted Revenue Costs	-	15,390	15,390	-	123,123	123,123
Contracted Gross Profit before Revenue Sharing	56,575	68,003	(11,428)	346,957	544,024	(197,067)
Promoter & Team Revenue Sharing / Revenue						
Contracted Revenue Gross Profit	56,575	68,003	(11,428)	346,957	544,024	(197,067)



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: February FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Other Revenue						
Total Service Line - Other Revenue: Additional Fee/TM Bump	-	-	-	40	-	40
Total Service Line - Other Revenue: Venue Rentals	-	-	-	4,730	-	4,730
Total Service Line - Other Revenue: Other Revenue	-	6,667	(6,667)	-	64,333	(64,333)
Total Service Line - Other Revenue: Club Seats	-	-	-	911	-	911
Total Service Line - Other Revenue: Suites	-	-	-	21,452	-	21,452
Total Service Line - Other Revenue: Naming Rights	-	-	-	31,354	-	31,354
Total Service Line - Other Revenue: Presenting Sponsor	-	-	-	58,288	-	58,288
Total Service Line - Other Revenue: Private Ice rental	-	-	-	6,084	-	6,084
Total Service Line - Other Revenue: Miscellaneous Income	2,654	-	2,654	28,744	-	28,744
Total Service Line - Other Revenue: ATM Commission	-	-	-	45	-	45
Total Service Line - Other Revenue: Miscellaneous Other	38,735	-	38,735	38,735	-	38,735
Total Other Revenue	41,389	6,667	34,723	190,383	64,333	126,050
Other Revenue Gross Profit	41,389	6,667	34,723	190,383	64,333	126,050
Total Gross Profit	499,390	381,757	117,633	2,019,959	1,840,969	178,990
Indirect Expenses						
60101: Salaries & Wages	40,385	170,424	130,038	652,068	1,281,889	629,821
60650: Contra-Payroll	-	(60,717)	(60,717)	-	(484,633)	(484,633)
60150: Other Payroll Costs	7,463	-	(7,463)	32,595	-	(32,595)
60200: Bonuses & Commissions	-	2,151	2,151	-	17,208	17,208
60300: Payroll Taxes	19,387	15,118	(4,269)	137,507	115,931	(21,576)
60350: Employee Benefits	20,765	27,158	6,394	162,156	207,227	45,071
60400: Pension & 401K	3,402	4,905	1,503	18,138	39,241	21,103
61000: Employee T&E	348	4,840	4,492	8,059	32,884	24,825
62000: Consultants and Professional Services	-	5,838	5,838	-	46,700	46,700
63000: Insurance	16,995	13,500	(3,495)	118,755	108,003	(10,752)
64000: Supplies	10,250	6,892	(3,357)	59,093	57,739	(1,354)
Repairs & Maintenance	21,534	14,188	(7,347)	83,375	116,500	33,125
Utilities	64,643	50,950	(13,693)	428,386	397,600	(30,787)
67000: Office Expenses	410	1,100	690	4,892	9,575	4,683
69000: Contracted Services	23,197	20,332	(2,866)	211,473	160,603	(50,870)
70000: Advertising & Marketing	1,313	1,167	(146)	7,460	9,533	2,074
72000: Other G&A	10,417	8,658	(1,758)	77,951	60,567	(17,385)
Total Indirect Expenses	240,508	286,504	45,996	2,001,908	2,176,566	174,658
Net Operating Income / Loss	258,882	95,253	163,629	18,051	(335,597)	353,648
Total Net Income	258,882	95,253	163,629	18,051	(335,597)	353,648



**Cross Insurance Arena
Operating Expenses by Department**

Total Department
For The Period Ended: February FY26
USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	79,281	88,676	9,395	681,749	709,409	27,660	681,749	1,064,113	64%
Salaries & Wages: Salaried Part-Time	106,325	35,248	(71,077)	782,158	281,980	(500,178)	782,158	422,970	185%
Salaries & Wages: Hourly Part-Time	-	16,500	16,500	-	128,500	128,500	-	193,000	-
Salaries & Wages: Temporary Labor	-	30,000	30,000	504	162,000	161,496	504	240,000	0%
Salaries & Wages: Event Wages	(145,221)	-	145,221	(812,344)	-	812,344	(812,344)	-	-
Other Payroll Costs: Payroll Service Fees	-	-	-	4,758	-	(4,758)	4,758	-	-
Other Payroll Costs: Payroll Processing Fees	7,463	-	(7,463)	27,836	-	(27,836)	27,836	-	-
Bonuses & Commissions: Accrued Bonus	-	2,151	2,151	-	17,208	17,208	-	25,812	-
Payroll Taxes: Payroll Taxes (Full-Time)	7,708	6,836	(872)	58,799	49,673	(9,125)	58,799	71,346	82%
Payroll Taxes: Salaried Part-Time	-	-	-	82	-	(82)	82	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	11,679	6,111	(5,568)	78,626	48,887	(29,739)	78,626	73,323	107%
Payroll Taxes: Workers Comp	-	2,171	2,171	-	17,371	17,371	-	26,057	-
Employee Benefits: General Employee Benefits	20,765	27,158	6,394	162,156	207,227	45,071	162,156	315,792	51%
Pension & 401K: General Employee Benefits	-	-	-	(1,569)	-	1,569	(1,569)	-	-
Pension & 401K: Pension & 401K	3,402	4,905	1,503	19,707	39,241	19,534	19,707	58,862	33%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	47,543	-
Contra-Payroll: Payroll Recovery PT	-	(60,717)	(60,717)	-	(484,633)	(484,633)	-	(727,000)	-
Total Labor Costs	91,402	159,039	67,638	1,002,464	1,176,863	174,399	1,002,464	1,811,817	55%
Consultants and Professional Services: Payroll Service Fees	-	5,838	5,838	-	46,700	46,700	-	70,050	-
Consultants and Professional Services: Legal Services	-	-	-	-	-	-	-	500	-
62000: Consultants and Professional Services	-	5,838	5,838	-	46,700	46,700	-	70,550	-
Employee T&E: Decorations	-	-	-	165	-	(165)	165	-	-
Employee T&E: Entertainment	-	-	-	698	-	(698)	698	-	-
Employee T&E: Mea's and Entertainment	-	415	415	-	3,334	3,334	-	5,000	-
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	1,200	-
Employee T&E: Vehicle Parking Expense	-	2,883	2,883	-	23,067	23,067	-	34,600	-
Employee T&E: Training, Conferences, Meetings	348	1,250	902	7,196	3,500	(3,696)	7,196	16,050	45%
Employee T&E Gifts	-	-	-	-	250	250	-	250	-
Employee T&E: Customer Relations	-	292	292	-	2,733	2,733	-	4,150	-
61000: Employee T&E	348	4,840	4,492	8,059	32,884	24,825	8,059	61,250	13%
Insurance: Workers Comp	5,218	-	(5,218)	36,527	-	(36,527)	36,527	-	-
Insurance: Insurance and Bonding	11,777	13,500	1,723	82,228	108,003	25,774	82,228	162,004	51%
63000: Insurance	16,995	13,500	(3,495)	118,755	108,003	(10,752)	118,755	162,004	72%
Supplies: Cleaning & Cleaning Supplies	-	-	-	5,228	-	(5,228)	5,228	-	-
Supplies: CO2/Gas	-	-	-	126	-	(126)	126	-	-
Supplies: Propane	162	-	(162)	617	-	(617)	617	-	-
Supplies: Uniforms	-	250	250	-	1,750	1,750	-	1,750	-
Supplies: Vehicle Fuel	-	-	-	138	-	(138)	138	-	-
Supplies: Paper Products	-	-	-	8,763	3,000	(5,763)	8,763	5,000	175%
Supplies: Cleaning Supplies	-	-	-	1,200	-	(1,200)	1,200	-	-
Supplies: Smallwares	376	167	(209)	(8,366)	1,333	9,700	(8,366)	2,000	-418%
Supplies: Office Supplies	-	100	100	1,136	650	(486)	1,136	1,000	114%
Supplies: General Supplies	-	2,333	2,333	-	18,667	18,667	-	28,000	-
Supplies: Building Supplies	4,288	-	(4,288)	21,206	-	(21,206)	21,206	-	-
Supplies: Hockey Supplies	-	-	-	1,692	-	(1,692)	1,692	-	-
Supplies: Radios	-	-	-	340	-	(340)	340	-	-
Supplies: Security Supplies	-	709	709	65	5,672	5,607	65	8,508	13%
Supplies: Ice Supplies	-	-	-	2,174	-	(2,174)	2,174	-	-
Supplies: Electrical Supplies	-	-	-	355	-	(355)	355	-	-
Supplies: Janitorial Supplies	5,424	3,333	(2,091)	23,038	26,667	3,613	23,053	40,000	58%
Supplies: Promotional Supplies	-	-	-	1,366	-	(1,366)	1,366	-	-
64000: Supplies	10,250	6,892	(3,357)	59,093	57,739	(1,354)	59,093	86,258	69%
General R&M: Kitchen Equipment	-	2,083	2,083	-	16,667	16,667	-	25,000	-
General R&M: Repairs & Maintenance	3,000	-	(3,000)	7,294	-	(7,294)	7,294	-	-
General R&M: Equipment Rental	-	-	-	3,000	-	(3,000)	-	5,000	-
General R&M: Equipment Maintenance	2,500	3,750	1,250	21,099	30,000	8,901	21,099	45,000	47%
General R&M: General Repairs & Maintenance	8,680	3,813	(4,868)	35,915	30,500	(5,415)	35,915	45,750	79%
General R&M: Contracted Maintenance	4,550	-	(4,550)	4,550	-	(4,550)	4,550	-	-
General R&M: Hockey Equipment	-	3,667	3,667	-	29,333	29,333	-	44,000	-
General R&M: Plumbing repairs	-	-	-	1,371	-	(1,371)	1,371	-	-
General R&M: Elevator/Escalator Repair	2,804	-	(2,804)	11,812	-	(11,812)	11,812	-	-
General R&M: R&M Equipment Fund	-	-	-	1,334	-	(1,334)	1,334	-	-
General R&M: Leased Equipment & Vehicles	-	875	875	-	7,000	7,000	-	10,500	-
65001: General R&M	21,534	14,188	(7,347)	83,375	116,500	33,125	83,375	175,250	48%
Repairs & Maintenance	21,534	14,188	(7,347)	83,375	116,500	33,125	83,375	175,250	48%
General Utilities: Propane	-	-	-	79	-	(79)	79	-	-
General Utilities: Cell Phone & Data	-	108	108	612	867	255	612	1,800	47%
General Utilities: General Utilities	-	-	-	577	-	(577)	577	-	-
General Utilities: Telephone	3,919	-	(3,919)	21,821	-	(21,821)	21,821	-	-
General Utilities: Internet & WiFi	-	4,008	4,008	10,685	32,066	21,381	10,685	48,100	22%
General Utilities: Alarm & CCTV	-	-	-	30	-	(30)	30	-	-
General Utilities: Electricity	38,480	29,167	(9,313)	290,905	233,333	(57,571)	290,905	350,000	83%
General Utilities: Water	-	583	583	13,623	4,667	(8,957)	13,623	7,000	195%
General Utilities: Sewer	-	2,083	2,083	605	16,667	16,061	605	25,000	2%
General Utilities: Natural Gas	18,874	15,000	(3,874)	83,220	110,000	26,780	83,220	150,000	55%
General Utilities: Water Services	3,370	-	(3,370)	6,229	-	(6,229)	6,229	-	-
66001: General Utilities	64,643	50,950	(13,693)	428,386	397,600	(30,787)	428,386	581,400	74%
Utilities	64,643	50,950	(13,693)	428,386	397,600	(30,787)	428,386	581,400	74%
Office Expenses: Postage & Freight	-	-	-	140	-	(140)	140	-	-
Office Expenses: Postage	157	167	10	1,425	1,834	409	1,425	2,500	57%
Office Expenses: Printing	-	42	42	-	583	583	-	750	-
Office Expenses: Office Supplies	253	625	372	3,039	5,000	1,961	3,039	7,500	41%



**Cross Insurance Arena
Operating Expenses by Department**

Total Department

For The Period Ended: February FY26

USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Office Expenses: Telephone	-	267	267	-	2,158	2,158	-	3,250	-
Office Expenses: Water	-	-	-	236	-	(236)	236	-	-
Office Expenses: Office Refreshments	-	-	-	53	-	(53)	56	-	-
67000: Office Expenses	410	1,100	690	4,932	9,575	4,643	4,892	14,000	35%
Contracted Services: Information Technology	2,915	-	(2,915)	12,803	-	(12,803)	12,803	-	-
Contracted Services: Banners, Signage, Graphics	-	521	521	-	4,167	4,167	-	6,250	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	99	-	(952)	952	-	-
Contracted Services: Laundry - Uniform	-	583	583	-	4,667	4,667	-	7,000	-
Contracted Services: Repairs & Maintenance	-	-	-	26,371	-	(26,371)	26,371	-	-
Contracted Services: Trash Removal	2,546	2,000	(546)	18,207	16,000	(2,207)	18,207	24,000	76%
Contracted Services: Contracted Security	-	563	563	30	4,500	4,470	30	6,750	0%
Contracted Services: Equipment Rental	-	-	-	316	-	(316)	316	-	-
Contracted Services: Cell Phone & Data	-	-	-	102	-	(102)	102	-	-
Contracted Services: Elevator/Esca'ator Repair	-	1,375	1,375	-	11,000	11,000	-	16,500	-
Contracted Services: Internet & WIFI	416	-	(416)	3,975	-	(3,975)	3,975	-	-
Contracted Services: Alarm & CCTV	971	-	(971)	1,246	-	(1,246)	1,246	-	-
Contracted Services: Armored Car	386	200	(186)	2,068	1,300	(768)	2,068	2,000	103%
Contracted Services: Pest Control	270	300	30	2,160	2,400	240	2,160	3,500	60%
Contracted Services: Background Checks	83	63	(21)	208	509	292	208	750	28%
Contracted Services: Inspections	-	458	458	14,704	3,667	(11,037)	14,704	5,500	267%
Contracted Services: IT Services	895	2,500	1,605	9,588	20,000	10,412	9,588	30,000	32%
Contracted Services: Website Maintenance	-	-	-	1,300	-	(1,300)	1,300	-	-
Contracted Services: Snow Removal	600	250	(350)	600	250	(350)	600	250	240%
Contracted Services: Window/Facade Cleaning	-	-	-	655	-	(655)	655	-	-
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	-	-	-	350	-	(350)	350	-	-
Contracted Services: Water Services	-	-	-	527	-	(527)	527	-	-
Contracted Services: Parking	3,364	-	(3,364)	16,962	-	(16,962)	16,962	-	-
Contracted Services: Software & Licenses	-	767	767	11,032	6,133	(4,898)	11,032	9,200	120%
Contracted Services: Management Fee (Base)	10,752	10,752	0	86,019	86,019	0	86,019	129,029	67%
Contracted Services: Website fees	-	-	-	1,300	-	(1,300)	1,300	-	-
69000: Contracted Services	23,197	20,332	(2,866)	211,473	180,603	(50,870)	211,473	240,829	88%
Advertising & Marketing: Advertising & Marketing	939	-	(939)	3,327	-	(3,327)	3,327	-	-
Advertising & Marketing: Photography	-	-	-	100	-	(100)	100	-	-
Advertising & Marketing: Advertising	123	517	384	796	4,333	3,538	796	6,400	12%
Advertising & Marketing: New Business Marketing	240	-	(240)	1,167	-	(1,167)	1,167	-	-
Advertising & Marketing: Website fees	-	650	650	1,950	5,200	3,250	1,950	7,800	25%
Advertising & Marketing: Subscriptions	-	-	-	120	-	(120)	120	-	-
70000: Advertising & Marketing	1,313	1,167	(146)	7,460	9,533	2,074	7,460	14,200	53%
Other G&A: Information Technology	-	-	-	3,274	-	(3,274)	3,274	-	-
Other G&A: Bank and Merchant Processing Fees	-	-	-	90	-	(90)	90	-	-
Other G&A: Licenses, Fees & Permits	657	713	56	6,736	5,700	(1,036)	6,736	8,550	79%
Other G&A: Printing	-	125	125	90	1,000	910	90	1,500	6%
Other G&A: CellPhone & Data	102	-	(102)	102	-	(102)	102	-	-
Other G&A: Customer Relations	-	100	100	-	550	550	-	650	-
Other G&A: Building Supplies	-	-	-	95	-	(95)	95	-	-
Other G&A: Internet & WIFI	-	-	-	95	-	(95)	95	-	-
Other G&A: Armored Car	-	-	-	386	-	(386)	386	-	-
Other G&A: Inspections	-	-	-	645	-	(645)	645	-	-
Other G&A: Parking	-	-	-	8,874	-	(8,874)	8,874	-	-
Other G&A: Software & Licenses	-	-	-	984	-	(984)	984	-	-
Other G&A: Subscriptions	100	-	(100)	100	-	(100)	100	-	-
Other G&A: Dues and Subscriptions	360	721	361	6,035	6,017	(18)	6,035	8,900	68%
Other G&A: Credit Card Merchant Fees	8,557	7,000	(1,557)	48,914	47,300	(1,614)	48,914	75,500	65%
Other G&A: Cash Over/Short	312	-	(312)	1,203	-	(1,203)	1,203	-	-
Other G&A: Corporate Expense Allocations	328	-	(328)	328	-	(328)	328	-	-
72000: Other G&A	10,417	8,658	(1,758)	77,951	60,567	(17,385)	77,951	95,100	82%
Total Non Labor Costs	149,106	127,464	(21,642)	999,444	989,703	259	999,444	1,500,841	67%
Total Operating Expenses	240,508	286,504	45,996	2,001,908	2,176,566	174,658	2,001,908	3,312,658	60%



Cross Insurance Arena
Operating Expenses by Department
 D: Third Party Partnerships
 For The Period Ended: February FY26
 USD

	Period to Date			Year to Date			% of Annual Budget Achieved		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Employee T&E: Customer Relations	-	292	292	-	2,333	2,333	-	3,500	-
61000: Employee T&E	-	292	292	-	2,333	2,333	-	3,500	-
Office Expenses: Printing	-	-	-	-	250	250	-	250	-
67000: Office Expenses	-	-	-	-	250	250	-	250	-
Contracted Services: Banners, Signage, Graphics	-	521	521	-	4,167	4,167	-	6,250	-
69000: Contracted Services	-	521	521	-	4,167	4,167	-	6,250	-
Total Non Labor Costs	-	813	813	-	6,750	6,750	-	10,000	-
Total Operating Expenses	-	813	813	-	6,750	6,750	-	10,000	-



Cross Insurance Arena
Operating Expenses by Department
 D. Event Services
 For The Period Ended: February FY26
 USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	16,719	18,112	1,393	146,265	144,900	(1,365)	146,265	217,350	67%
Salaries & Wages: Salaried Part-Time	55,329	-	(55,329)	450,051	-	(450,051)	460,051	-	-
Salaries & Wages: Event Wages	(79,763)	-	79,763	(505,231)	-	505,231	(505,231)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	1,637	1,867	230	12,059	12,933	875	12,059	18,535	65%
Payroll Taxes: Payroll Taxes (Part-Time)	5,886	741	(5,145)	45,389	5,927	(39,462)	45,389	8,290	511%
Payroll Taxes: Workers Comp	-	516	516	-	4,126	4,126	-	6,189	-
Employee Benefits: General Employee Benefits	6,650	7,326	676	48,931	58,607	9,676	48,931	87,910	56%
Pension & 401K: General Employee Benefits	-	-	-	(472)	-	472	(472)	-	-
Pension & 401K: Pension & 401K	893	945	52	4,737	7,556	2,819	4,737	11,334	42%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	9,315	-
Contra-Payroll: Payroll Recovery PT	-	(300)	(300)	-	(1,300)	(1,300)	-	(2,000)	-
Total Labor Costs	7,350	29,207	21,856	211,728	232,749	21,020	211,728	357,523	59%
Employee T&E: Training, Conferences, Meetings	-	-	-	1,644	150	(1,494)	1,644	3,150	52%
61000: Employee T&E	-	-	-	1,644	150	(1,494)	1,644	3,150	52%
Supplies: CO2/Gas	-	-	-	126	-	(126)	126	-	-
Supplies: Uniforms	-	250	250	-	1,000	1,000	-	1,000	-
Supplies: Office Supplies	-	-	-	105	-	(105)	105	-	-
Supplies: Building Supplies	2,400	-	(2,400)	5,316	-	(5,316)	5,316	-	-
Supplies: Radios	-	-	-	340	-	(340)	340	-	-
Supplies: Security Supplies	-	709	709	65	5,672	5,607	65	8,508	1%
Supplies: Electrical Supplies	-	-	-	355	-	(355)	355	-	-
64000: Supplies	2,400	959	(1,441)	6,308	6,672	364	6,308	9,508	66%
General R&M: Repairs & Maintenance	-	-	-	2,025	-	(2,025)	2,025	-	-
65001: General R&M	-	-	-	2,025	-	(2,025)	2,025	-	-
Repairs & Maintenance	-	-	-	2,025	-	(2,025)	2,025	-	-
General Utilities: Alarm & CCTV	-	-	-	30	-	(30)	30	-	-
66001: General Utilities	-	-	-	30	-	(30)	30	-	-
Utilities	-	-	-	30	-	(30)	30	-	-
Contracted Services: Information Technology	625	-	(625)	3,125	-	(3,125)	3,125	-	-
Contracted Services: Contracted Security	-	563	563	30	4,500	4,470	30	6,750	0%
Contracted Services: Equipment Rental	-	-	-	316	-	(316)	316	-	-
Contracted Services: Alarm & CCTV	30	-	(30)	275	-	(275)	275	-	-
Contracted Services: IT Services	-	-	-	420	-	(420)	420	-	-
Contracted Services: Software & Licenses	-	767	767	1,875	6,133	4,258	1,875	9,200	20%
69000: Contracted Services	655	1,329	674	6,041	10,633	4,593	6,041	15,950	38%
Other G&A: Dues and Subscriptions	261	-	(261)	1,629	-	(1,629)	1,629	-	-
72000: Other G&A	261	-	(261)	1,629	-	(1,629)	1,629	-	-
Total Non Labor Costs	3,316	2,288	(1,028)	17,677	17,455	(221)	17,677	28,808	62%
Total Operating Expenses	10,666	31,495	20,828	229,405	250,204	20,799	229,405	386,131	59%



**Cross Insurance Arena
Operating Expenses by Department
D: Food & Beverage
For The Period Ended: February FY26
USD**

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	10,084	11,258	1,174	89,753	90,066	9,311	80,755	135,100	60%
Salaries & Wages: Salaried Part-Time	35,413	35,248	(165)	235,869	281,980	-46,111	235,869	422,970	56%
Salaries & Wages: Temporary Labor	-	30,000	30,000	504	162,000	161,496	504	240,000	0%
Salaries & Wages: Event Wages	(48,241)	-	48,241	(247,663)	-	247,663	(247,663)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	1,047	852	(195)	7,117	6,542	(576)	7,117	9,494	75%
Payroll Taxes: Payroll Taxes (Part-Time)	4,064	3,172	(891)	25,059	25,378	319	25,059	38,067	66%
Payroll Taxes: Workers Comp	-	191	191	-	1,524	1,524	-	2,287	-
Employee Benefits: General Employee Benefits	1,350	2,762	1,412	17,252	22,054	4,802	17,252	33,078	52%
Pension & 401K: Pension & 401K	1,311	640	(672)	1,651	5,118	3,467	1,651	7,676	22%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	8,509	-
Contra-Payroll: Payroll Recovery PT	-	(52,083)	(52,083)	-	(416,667)	(416,667)	-	(625,000)	-
Total Labor Costs	5,028	32,039	27,011	120,545	177,995	57,450	120,545	272,181	44%
Employee T&E: Training, Conferences, Meetings	-	-	-	169	600	432	169	600	28%
61000: Employee T&E	-	-	-	169	600	432	169	600	28%
Supplies: Cleaning & Cleaning Supplies	-	-	-	1,613	-	(1,613)	1,613	-	-
Supplies: Paper Products	-	-	-	8,763	3,000	(5,763)	8,763	5,000	175%
Supplies: Cleaning Supplies	-	-	-	523	-	(523)	523	-	-
Supplies: Smallwares	376	167	(209)	(8,366)	1,333	9,700	(8,366)	2,000	-418%
Supplies: Office Supplies	-	-	-	600	-	(600)	600	-	-
Supplies: Building Supplies	-	-	-	277	-	(277)	277	-	-
Supplies: Janitorial Supplies	668	-	(668)	3,508	-	(3,508)	3,508	-	-
64000: Supplies	1,044	167	(877)	6,918	4,333	(2,585)	6,918	7,000	99%
General R&M: Kitchen Equipment	-	2,083	2,083	-	16,667	16,667	-	25,000	-
General R&M: Repairs & Maintenance	-	-	-	1,210	-	(1,210)	1,210	-	-
General R&M: Equipment Maintenance	-	-	-	5,219	-	(5,219)	5,219	-	-
General R&M: General Repairs & Maintenance	-	-	-	198	-	(168)	168	-	-
65001: General R&M	-	2,083	2,083	6,597	16,667	10,070	6,597	25,000	26%
Repairs & Maintenance	-	2,083	2,083	6,597	16,667	10,070	6,597	25,000	26%
General Utilities: Cell Phone & Data	-	108	108	306	867	561	306	1,300	24%
66001: General Utilities	-	108	108	306	867	561	306	1,300	24%
Utilities	-	108	108	306	867	561	306	1,300	24%
Contracted Services: Information Technology	2,290	-	(2,290)	9,158	-	(9,158)	9,158	-	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	167	-	(167)	167	-	-
Contracted Services: Laundry - Uniform	-	583	583	-	4,667	4,667	-	7,000	-
Contracted Services: Cell Phone & Data	-	-	-	51	-	(51)	51	-	-
Contracted Services: Inspections	-	-	-	1,278	-	(1,278)	1,278	-	-
Contracted Services: IT Services	-	2,500	2,500	-	20,000	20,000	-	30,000	-
Contracted Services: Software & Licenses	-	-	-	6,869	-	(6,869)	6,869	-	-
69000: Contracted Services	2,290	3,083	794	17,522	24,667	7,144	17,522	37,000	47%
Advertising & Marketing: Advertising	-	-	-	-	200	200	-	200	-
70000: Advertising & Marketing	-	-	-	-	200	200	-	200	-
Other G&A: Information Technology	-	-	-	2,290	-	(2,290)	2,290	-	-
Other G&A: Bank and Merchant Processing Fees	-	-	-	90	-	(90)	90	-	-
Other G&A: Licenses, Fees & Permits	178	88	(90)	709	700	(9)	709	1,050	67%
Other G&A: Cell Phone & Data	51	-	(51)	51	-	(51)	51	-	-
Other G&A: Dues and Subscriptions	-	-	-	205	250	45	205	250	82%
Other G&A: Credit Card Merchant Fees	9,661	7,000	(2,661)	49,142	47,000	(2,142)	49,142	75,000	66%
Other G&A: Cash Over/Short	312	-	(312)	1,256	-	(1,256)	1,256	-	-
72000: Other G&A	10,202	7,088	(3,115)	53,742	47,950	(5,792)	53,742	76,300	70%
Total Non Labor Costs	13,535	12,529	(1,006)	85,254	95,283	10,029	85,254	147,400	58%
Total Operating Expenses	18,563	44,568	26,005	205,799	273,279	67,480	205,799	419,581	49%



Cross Insurance Arena
Operating Expenses by Department
 D: Overhead & Other Support Services
 For The Period Ended: February FY26
 USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Other Payroll Costs: Payroll Processing Fees	-	-	-	3,984	-	(3,984)	3,984	-	-
Total Labor Costs	-	-	-	3,984	-	(3,984)	3,984	-	-
Consultants and Professional Services: Legal Services	-	-	-	-	-	-	-	500	-
62000: Consultants and Professional Services	-	-	-	-	-	-	-	500	-
Employee T&E: Vehicle Parking Expense	-	2,883	2,883	-	23,067	23,067	-	34,600	-
61000: Employee T&E	-	2,883	2,883	-	23,067	23,067	-	34,600	-
Insurance: Workers Comp	0	-	0	26,090	-	(26,090)	26,090	-	-
Insurance: Insurance and Bonding	0	13,500	13,500	61,772	108,003	46,230	61,772	162,004	38%
63000: Insurance	0	13,500	13,500	87,863	108,003	20,140	87,863	162,004	54%
Supplies: Vehicle Fuel	-	-	-	133	-	(133)	133	-	-
Supplies: Office Supplies	-	-	-	236	-	(236)	236	-	-
64000: Supplies	-	-	-	396	-	(396)	396	-	-
General R&M : General Repairs & Maintenance	-	63	63	-	500	500	-	750	-
General R&M: Leased Equipment & Vehicles	-	875	875	-	7,000	7,000	-	10,500	-
65001: General R&M	-	938	938	-	7,500	7,500	-	11,250	-
Repairs & Maintenance	-	938	938	-	7,500	7,500	-	11,250	-
General Utilities: General Utilities	-	-	-	577	-	(577)	577	-	-
General Utilities: Telephone	0	-	0	13,985	-	(13,985)	13,985	-	-
General Utilities: Internet & WIFI	-	4,008	4,008	10,269	32,066	21,797	10,269	48,100	21%
General Utilities: Electricity	0	29,167	29,167	207,703	233,333	25,630	207,703	350,000	59%
General Utilities: Water	-	583	583	10,354	4,667	(5,688)	10,354	7,000	144%
General Utilities: Sewer	-	2,083	2,083	605	16,667	16,061	605	25,000	2%
General Utilities: Natural Gas	0	15,000	15,000	44,487	110,000	65,513	44,407	150,000	30%
General Utilities: Water Services	0	-	0	2,332	-	(2,332)	2,332	-	-
66001: General Utilities	0	50,842	50,842	290,233	396,733	106,500	290,233	580,100	50%
Utilities	0	50,842	50,842	290,233	396,733	106,500	290,233	580,100	50%
Office Expenses: Postage & Freight	-	-	-	140	-	(140)	140	-	-
Office Expenses: Postage	0	167	167	1,177	1,831	657	1,177	2,500	47%
Office Expenses: Office Supplies	0	625	625	2,561	5,000	2,439	2,561	7,500	34%
Office Expenses: Water	-	-	-	236	-	(236)	236	-	-
Office Expenses: Office Refreshments	-	-	-	53	-	(53)	53	-	-
67000: Office Expenses	0	792	792	4,166	6,834	2,667	4,166	10,000	42%
Contracted Services: Internet & WIFI	0	-	0	3,559	-	(3,559)	3,559	-	-
Contracted Services: IT Services	0	-	0	6,463	-	(6,463)	6,463	-	-
Contracted Services: Water Services	-	-	-	527	-	(527)	527	-	-
Contracted Services: Parking	0	-	0	9,846	-	(9,846)	9,846	-	-
Contracted Services: Software & Licenses	-	-	-	520	-	(520)	520	-	-
Contracted Services: Management Fee (Base)	0	10,752	10,752	62,333	86,019	23,686	62,333	129,029	48%
Contracted Services: Website fees	-	-	-	650	-	(650)	650	-	-
69000: Contracted Services	0	10,752	10,752	83,898	86,019	2,121	83,898	129,029	65%
Other G&A: Information Technology	-	-	-	656	-	(656)	656	-	-
Other G&A: Licenses, Fees & Permits	0	625	625	4,141	5,000	859	4,141	7,500	55%
Other G&A: Internet & WIFI	-	-	-	95	-	(95)	95	-	-
Other G&A: Parking	-	-	-	8,874	-	(8,874)	8,874	-	-
72000: Other G&A	0	625	625	13,766	5,000	(8,766)	13,766	7,500	184%
Total Non Labor Costs	0	80,332	80,332	480,322	633,155	152,834	480,322	934,983	51%
Total Operating Expenses	0	80,332	80,332	484,306	633,155	148,850	484,306	934,983	52%



**Cross Insurance Arena
Operating Expenses by Department**

D: Partnerships

For The Period Ended: February FY26

USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Supplies: Promotional Supplies	-	-	-	1,366	-	(1,366)	1,366	-	-
64000: Supplies	-	-	-	1,366	-	(1,366)	1,366	-	-
Advertising & Marketing: New Business Marketing	240	-	(240)	1,167	-	(1,167)	1,167	-	-
70000: Advertising & Marketing	240	-	(240)	1,167	-	(1,167)	1,167	-	-
Total Non Labor Costs	240	-	(240)	2,533	-	(2,533)	2,533	-	-
Total Operating Expenses	240	-	(240)	2,533	-	(2,533)	2,533	-	-



**Cross Insurance Arena
Operating Expenses by Department**

D: Sales
For The Period Ended: February FY26
USD

	Period to Date			Year to Date			% of Annual Budget		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	-	-	-	7,723	-	(7,723)	7,723	-	-
Payroll Taxes: Payroll Taxes (FullTime)	-	-	-	634	-	(634)	634	-	-
Employee Benefits: General Employee Benefits	-	-	-	1,252	-	(1,252)	1,252	-	-
Pension & 401K: Pension & 401K	-	-	-	581	-	(581)	581	-	-
Total Labor Costs	-	-	-	10,189	-	(10,189)	10,189	-	-
Total Operating Expenses	-	-	-	10,189	-	(10,189)	10,189	-	-



Cross Insurance Arena
Operating Expenses by Department
 D: Ticketing & Box Office
 For The Period Ended: February FY26
 USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	9,560	10,147	587	83,599	81,179	(2,421)	83,599	121,768	69%
Salaries & Wages: Salaried Part-Time	2,950	-	(2,950)	17,785	-	(17,785)	17,785	-	-
Salaries & Wages: Hourly Part-Time	-	2,000	2,000	-	13,500	13,500	-	20,000	-
Salaries & Wages: Event Wages	(2,787)	-	2,787	(13,439)	-	13,439	(13,439)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	1,013	947	(66)	7,681	6,239	(1,442)	7,681	9,131	84%
Payroll Taxes: Salaried Part-Time	-	-	-	82	-	(82)	82	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	299	300	1	2,110	2,400	290	2,110	3,600	59%
Payroll Taxes: Workers Comp	-	123	123	-	982	982	-	1,473	-
Employee Benefits: General Employee Benefits	3,653	4,333	680	28,719	34,587	5,867	28,719	51,875	55%
Pension & 401K: General Employee Benefits	-	-	-	(170)	-	170	(170)	-	-
Pension & 401K: Pension & 401K	(340)	534	873	1,822	4,269	2,447	1,822	6,404	28%
Total Labor Costs	13,988	18,384	4,396	128,190	143,156	14,966	128,190	214,251	60%
Employee T&E: Training, Conferences, Meetings	348	-	(348)	3,457	-	(3,457)	3,457	2,000	173%
61000: Employee T&E	348	-	(348)	3,457	-	(3,457)	3,457	2,000	173%
Supplies: Office Supplies	-	100	100	173	650	477	173	1,000	17%
64000: Supplies	-	100	100	173	650	477	173	1,000	17%
Office Expenses: Printing	-	42	42	-	333	333	-	500	-
Office Expenses: Telephone	-	54	54	-	433	433	-	650	-
67000: Office Expenses	-	96	96	-	767	767	-	1,150	-
Contracted Services: Armored Car	386	200	(186)	2,068	1,300	(768)	2,068	2,000	103%
69000: Contracted Services	386	200	(186)	2,068	1,300	(768)	2,068	2,000	103%
Other: G&A: Armored Car	-	-	-	386	-	(386)	386	-	-
Other: G&A: Credit Card Merchant Fees	(1,104)	-	1,104	(228)	300	528	(228)	500	-65%
Other: G&A: Cash Over/Short	-	-	-	(53)	-	53	(53)	-	-
72000: Other: G&A	(1,104)	-	1,104	105	300	195	105	500	21%
Total Non Labor Costs	(371)	396	767	5,802	3,017	(2,786)	5,802	6,650	87%
Total Operating Expenses	13,617	18,779	5,162	133,992	146,172	12,180	133,992	220,901	61%



Cross Insurance Arena
Operating Expenses by Department
 D: Revenue & COS
 For The Period Ended: February FY26
 USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Insurance: Workers Comp	-	-	-	5,218	-	(5,218)	5,218	-	-
63000: Insurance	-	-	-	5,218	-	(5,218)	5,218	-	-
Total Non Labor Costs	-	-	-	5,218	-	(5,218)	5,218	-	-
Total Operating Expenses	-	-	-	5,218	-	(5,218)	5,218	-	-



Cross Insurance Arena
Operating Expenses by Department
D. Operations
 For The Period Ended: February FY26
 USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	15,113	16,369	1,256	127,409	130,950	3,540	127,409	196,424	65%
Salaries & Wages: Salaried Part-Time	12,527	-	(12,527)	61,826	-	(61,826)	61,826	-	-
Salaries & Wages: Hourly Part-Time	-	12,500	12,500	-	100,000	100,000	-	150,000	-
Salaries & Wages: Event Wages	(11,298)	-	11,298	(39,132)	-	39,132	(39,132)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	1,534	1,234	(300)	10,244	8,697	(1,546)	10,244	12,473	82%
Payroll Taxes: Payroll Taxes (Part-Time)	1,430	1,899	468	6,114	15,133	9,069	6,114	22,766	27%
Payroll Taxes: Workers Comp	-	347	347	-	2,779	2,779	-	4,169	-
Employee Benefits: General Employee Benefits	6,420	6,696	275	42,466	53,561	11,095	42,466	80,313	53%
Pension & 401K: General Employee Benefits	-	-	-	(204)	-	204	(204)	-	-
Pension & 401K: Pension & 401K	575	855	281	3,988	6,833	2,855	3,988	10,265	39%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	8,858	-
Contra-Payroll: Payroll Recovery PT	-	(8,333)	(8,333)	-	(66,667)	(66,667)	-	(180,000)	-
Total Labor Costs	26,302	31,566	5,264	212,710	251,348	38,638	212,710	365,299	53%
Employee T&E: Training, Conferences, Meetings	-	-	-	1,550	-	(1,550)	1,550	500	310%
61000: Employee T&E	-	-	-	1,550	-	(1,550)	1,550	500	310%
Supplies: Cleaning & Cleaning Supplies	-	-	-	3,615	-	(3,615)	3,615	-	-
Supplies: Propane	162	-	(162)	617	-	(617)	617	-	-
Supplies: Uniforms	-	-	-	-	750	750	-	750	-
Supplies: Cleaning Supplies	-	-	-	677	-	(677)	677	-	-
Supplies: General Supplies	-	2,333	2,333	-	18,667	18,667	-	28,000	-
Supplies: Building Supplies	1,888	-	(1,888)	15,613	-	(15,613)	15,613	-	-
Supplies: Hockey Supplies	-	-	-	1,692	-	(1,692)	1,692	-	-
Supplies: Ice Supplies	-	-	-	2,174	-	(2,174)	2,174	-	-
Supplies: Janitorial Supplies	4,756	3,333	(1,423)	19,545	26,667	7,122	19,545	40,000	49%
64000: Supplies	6,806	5,667	(1,139)	43,933	46,083	2,151	43,933	68,750	64%
General R&M: Repairs & Maintenance	3,000	-	(3,000)	4,058	-	(4,058)	4,058	-	-
General R&M: Equipment Rental	-	-	-	-	3,000	3,000	-	5,000	-
General R&M: Equipment Maintenance	2,500	3,750	1,250	15,880	30,000	14,120	15,880	45,000	35%
General R&M: General Repairs & Maintenance	8,680	3,750	(4,930)	35,747	30,000	(5,747)	35,747	45,000	79%
General R&M: Contracted Maintenance	4,550	-	(4,550)	4,550	-	(4,550)	4,550	-	-
General R&M: Hockey Equipment	-	3,667	3,667	-	29,333	29,333	-	44,000	-
General R&M: Plumbing repairs	-	-	-	1,371	-	(1,371)	1,371	-	-
General R&M: Elevator/Escalator Repair	2,804	-	(2,804)	11,812	-	(11,812)	11,812	-	-
General R&M: R&M Equipment Fund	-	-	-	1,334	-	(1,334)	1,334	-	-
65001: General R&M	21,534	11,167	(10,367)	74,753	92,333	17,580	74,753	139,000	54%
Repairs & Maintenance	21,534	11,167	(10,367)	74,753	92,333	17,580	74,753	139,000	54%
General Utilities: Propane	-	-	-	79	-	(79)	79	-	-
General Utilities: Cell Phone & Data	-	-	-	306	-	(306)	306	-	-
66001: General Utilities	-	-	-	385	-	(385)	385	-	-
Utilities	-	-	-	385	-	(385)	385	-	-
Office Expenses: Telephone	-	54	54	-	433	433	-	650	-
67000: Office Expenses	-	54	54	-	433	433	-	650	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	785	-	(785)	785	-	-
Contracted Services: Repairs & Maintenance	-	-	-	26,371	-	(26,371)	26,371	-	-
Contracted Services: Trash Removal	2,546	2,000	(546)	18,207	16,000	(2,207)	18,207	24,000	76%
Contracted Services: Cell Phone & Data	-	-	-	51	-	(51)	51	-	-
Contracted Services: Elevator/Escalator Repair	-	1,375	1,375	-	11,000	11,000	-	16,500	-
Contracted Services: Alarm & CCTV	941	-	(941)	971	-	(971)	971	-	-
Contracted Services: Pest Control	270	300	30	2,160	2,400	240	2,160	3,600	60%
Contracted Services: Inspections	-	458	458	13,426	3,667	(9,759)	13,426	5,500	242%
Contracted Services: Snow Removal	600	250	(350)	600	250	(350)	600	250	240%
Contracted Services: Window/Facade Cleaning	-	-	-	655	-	(655)	655	-	-
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	-	-	-	350	-	(350)	350	-	-
69000: Contracted Services	4,357	4,383	26	63,575	33,317	(30,258)	63,575	49,850	128%
Other G&A: Licenses, Fees & Permits	-	-	-	600	-	(600)	600	-	-
Other G&A: Cell Phone & Data	51	-	(51)	51	-	(51)	51	-	-
Other G&A: Building Supplies	-	-	-	95	-	(95)	95	-	-
Other G&A: Inspections	-	-	-	645	-	(645)	645	-	-
Other G&A: Dues and Subscriptions	-	21	21	350	167	(183)	350	250	140%
72000: Other G&A	51	21	(30)	1,741	167	(1,574)	1,741	250	696%
Total Non Labor Costs	32,748	21,292	(11,457)	185,936	172,333	(13,603)	185,936	259,000	72%
Total Operating Expenses	59,050	52,857	(6,193)	398,647	423,680	25,033	398,647	644,299	62%

Cross Insurance Arena
Operating Expenses by Department
 D: Executive Management
 For The Period Ended: February FY26
 USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaries Full-Time	9,993	10,826	833	87,425	86,609	(816)	87,425	129,913	67%
Salaries & Wages: Salaries Part-Time	466	-	(466)	6,627	-	(6,627)	6,627	-	-
Salaries & Wages: Hourly Part-Time	-	2,000	2,000	-	15,000	15,000	-	23,000	-
Bonuses & Commissions: Accrued Bonus	-	1,083	1,083	-	8,661	8,661	-	12,991	-
Payroll Taxes: Payroll Taxes (Full-Time)	862	624	(238)	8,027	5,613	(2,415)	8,027	8,101	99%
Payroll Taxes: Payroll Taxes (Part-Time)	-	-	-	(45)	-	45	(45)	-	-
Payroll Taxes: Workers Comp	-	339	339	-	2,713	2,713	-	4,069	-
Employee Benefits: General Employee Benefits	1,378	1,544	166	10,425	12,345	1,920	10,425	18,521	56%
Pension & 401K: General Employee Benefits	-	-	-	(103)	-	103	(103)	-	-
Pension & 401K: Pension & 401K	105	726	641	144	5,966	5,822	144	8,949	2%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	12,987	-
Total Labor Costs	12,804	17,161	4,358	112,500	136,906	24,406	112,500	218,532	51%
Employee T&E: Decorations	-	-	-	165	-	(165)	165	-	-
Employee T&E: Entertainment	-	-	-	698	-	(698)	698	-	-
Employee T&E: Meals and Entertainment	-	415	415	-	3,334	3,334	-	5,000	-
Employee T&E: Training, Conferences, Meetings	-	1,000	1,000	-	2,000	2,000	-	2,000	-
Employee T&E: Gifts	-	-	-	-	250	250	-	250	-
61000: Employee T&E	-	1,415	1,415	863	5,584	4,721	863	7,250	12%
Office Expenses: Telephone	-	50	50	-	425	425	-	650	-
67000: Office Expenses	-	50	50	-	425	425	-	650	-
Other G&A: Dues and Subscriptions	-	150	150	2,460	1,200	(1,260)	2,460	1,800	137%
72000: Other G&A	-	150	150	2,460	1,200	(1,260)	2,460	1,800	137%
Total Non Labor Costs	-	1,615	1,615	3,323	7,209	3,886	3,323	9,700	34%
Total Operating Expenses	12,804	18,776	5,973	115,823	144,115	28,292	115,823	228,232	51%



Cross Insurance Arena
Operating Expenses by Department
 D: Finance & Accounting
 For The Period Ended: February FY26
 USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	9,862	10,681	\$22	86,279	85,474	(805)	86,279	128,211	67%
Other Payroll Costs: Payroll Service Fees	-	-	-	4,758	-	(4,758)	4,758	-	-
Other Payroll Costs: Payroll Processing Fees	7,463	-	(7,463)	23,853	-	(23,853)	23,853	-	-
Bonuses & Commissions: Accrued Bonus	-	1,068	1,068	-	8,547	8,547	-	12,821	-
Payroll Taxes: Payroll Taxes (Full-Time)	837	425	(412)	7,396	3,999	(3,396)	7,396	5,681	130%
Payroll Taxes: Workers Comp	-	335	335	-	2,677	2,677	-	4,016	-
Employee Benefits: General Employee Benefits	6	1,642	1,636	189	3,536	3,427	109	10,104	1%
Pension & 401K: General Employee Benefits	-	-	-	(444)	-	444	(444)	-	-
Pension & 401K: Pension & 401K	493	588	95	3,921	4,702	781	3,921	7,053	56%
Total Labor Costs	18,661	14,742	(3,919)	125,871	108,936	(16,935)	125,871	167,885	75%
Consultants and Professional Services: Payroll Service Fees	-	5,838	5,838	-	46,700	46,700	-	70,050	-
62000: Consultants and Professional Services	-	5,838	5,838	-	46,700	46,700	-	70,050	-
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	500	-
Employee T&E: Training, Conferences, Meetings	-	-	-	376	-	(376)	376	2,800	13%
61000: Employee T&E	-	-	-	376	-	(376)	376	3,300	11%
Contracted Services: Information Technology	-	-	-	520	-	(520)	520	-	-
Contracted Services: Background Checks	83	63	(21)	208	500	292	208	750	28%
Contracted Services: IT Services	-	-	-	1,290	-	(1,290)	1,290	-	-
69000: Contracted Services	83	63	(21)	2,018	500	(1,518)	2,018	750	269%
Other G&A: Information Technology	-	-	-	328	-	(328)	328	-	-
Other G&A: Licenses, Fees & Permits	-	-	-	328	-	(328)	328	-	-
Other G&A: Software & Licenses	-	-	-	941	-	(941)	941	-	-
Other G&A: Dues and Subscriptions	-	-	-	32	-	(32)	32	-	-
Other G&A: Corporate Expense Allocations	328	-	(328)	328	-	(328)	328	-	-
72000: Other G&A	328	-	(328)	2,000	-	(2,000)	2,000	-	-
Total Non Labor Costs	411	5,900	5,489	4,394	47,200	42,806	4,394	74,100	6%
Total Operating Expenses	19,072	20,642	1,570	130,265	156,136	25,870	130,265	241,985	54%



Cross Insurance Arena
Operating Expenses by Department
 D: Marketing & Communications
 For The Period Ended: February FY26
 USD

	Period to Date			Year to Date			Actual	Budget	% of Annual Budget Achieved
	Actual	Budget	Variance	Actual	Budget	Variance			
Salaries & Wages: Salaried Full-Time	7,950	11,279	3,329	62,294	90,232	27,938	62,294	135,347	46%
Salaries & Wages: Event Wages	(3,132)	-	3,132	(6,878)	-	6,878	(6,878)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	780	887	107	5,642	5,651	9	5,642	7,930	71%
Payroll Taxes: Workers Comp	-	321	321	-	2,569	2,569	-	3,864	-
Employee Benefits: General Employee Benefits	1,307	2,856	1,549	13,002	22,538	9,536	13,002	33,961	38%
Pension & 401K: General Employee Benefits	-	-	-	(176)	-	176	(176)	-	-
Pension & 401K: Pension & 401K	365	598	234	2,863	4,787	1,923	2,863	7,180	40%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	7,874	-
Total Labor Costs	7,269	15,941	8,672	76,746	125,776	49,029	76,746	196,146	39%
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	700	-
Employee T&E: Training, Conferences, Meetings	-	250	250	-	750	750	-	5,000	-
Employee T&E: Customer Relations	-	-	-	-	400	400	-	650	-
61000: Employee T&E	-	250	250	-	1,150	1,150	-	6,350	-
Office Expenses: Telephone	-	108	108	-	867	867	-	1,300	-
67000: Office Expenses	-	108	108	-	867	867	-	1,300	-
Contracted Services: Website Maintenance	-	-	-	1,300	-	(1,300)	1,300	-	-
Contracted Services: Software & Licenses	-	-	-	1,768	-	(1,768)	1,768	-	-
Contracted Services: Website fees	-	-	-	650	-	(650)	650	-	-
69000: Contracted Services	-	-	-	3,718	-	(3,718)	3,718	-	-
Advertising & Marketing: Advertising & Marketing	939	-	(939)	3,327	-	(3,327)	3,327	-	-
Advertising & Marketing: Photography	-	-	-	100	-	(100)	100	-	-
Advertising & Marketing: Advertising	133	517	384	796	4,133	3,338	796	6,200	13%
Advertising & Marketing: Website fees	-	650	650	1,950	5,200	3,250	1,950	7,800	25%
Advertising & Marketing: Subscriptions	-	-	-	120	-	(120)	120	-	-
70000: Advertising & Marketing	1,073	1,167	94	6,293	9,333	3,041	6,293	14,000	45%
Other G&A: Printing	-	125	125	90	1,000	910	90	1,500	6%
Other G&A: Customer Relations	-	100	100	-	550	550	-	650	-
Other G&A: Subscriptions	100	-	(100)	100	-	(100)	100	-	-
Other G&A: Dues and Subscriptions	99	590	491	1,359	4,400	3,041	1,359	6,600	21%
72000: Other G&A	199	775	576	1,549	5,950	4,401	1,549	8,750	18%
Total Non Labor Costs	1,272	2,300	1,028	11,560	17,300	5,740	11,560	30,400	38%
Total Operating Expenses	8,540	18,241	9,701	88,307	143,076	54,769	88,307	226,546	39%

**CROSS INSURANCE ARENA
AR & AP AGING**

ACCOUNTS RECEIVABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED RECEIVABLES:</u>		
CURRENT	78,680.02	37.7%
OVER 30 DAYS	20,253.69	9.7%
OVER 60 DAYS	1,598.34	0.8%
OVER 90 DAYS*	6,303.37	3.0%
OVER 120 DAYS*	102,015.43	48.8%
TOTAL:	<u>208,850.85</u>	<u>100.0%</u>

<u>CUSTOMER</u>	<u>OVER 120DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
Aroma Joes - 2024-25		17,000.00	Sponsorship - Expect
Bath Savings 2024-25		20,000.00	Sponsorship - Expect to collect
Chik Fil A 2024-25		7,500.00	Sponsorship - Expect to collect
Cape Elizabeth Athletics	Feb Ice Rentals	2,032.00	Sponsorship - Expect to collect
Definitive Brewery		12,676.50	Sponsorship +Production - Doubtful to collect
Floor Decor		7,806.89	Sponsorship - Doubtful to collect
Hannaford		10,000.00	Sponsorship - Expect to collect
Martins Point		7,500.00	Sponsorship - Expect to collect
Nappi Distributors		10,000.00	Sponsorship - Expect to collect
Rinck Advertising		7,500.00	Sponsorship - Doubtful to collect
		-	
		<u>102,015.43</u>	

ACCOUNTS PAYABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED PAYABLES:</u>		
CURRENT	337,399	100.0%
OVER 60 DAYS	-	0.0%
OVER 90 DAYS	-	0.0%
OVER 120 DAYS	-	0.0%
TOTAL:	<u>337,399</u>	<u>100.0%</u>



One Civic Center Square, Portland, ME 04101

MARCH 2026

Fiscal Year ending June 30, 2026

**Submitted By
Mark Eddy**

OVG VENUE MANAGEMENT

R.Chmura
J. Dixon
D. Higgins
K. Hilsgen
G. O'Dell
K. Vaske
R. Wilson

Mark Eddy

Mark Eddy, Director of Finance

Mike LoConte

Mike LoConte, General Manager

Table of Contents

1. Cross Insurance Arena - USD - FY YE Jun	1
1.1 IS - Summary	1
1.2 Balance Sheet.....	2
1.3 Rolling Forecast.....	3
1.4 Gross Profit - Summary.....	4
1.5 IS - Details.....	5
1.5 OpEx - Total Department	9
1.6 OpEx - D: Third Party Partnerships.....	11
1.7 OpEx - D: Event Services	12
1.8 OpEx - D: Food & Beverage	13
1.9 OpEx - D: Overhead & Other Support Services.....	14
1.10 OpEx - D: Partnerships	15
1.11 OpEx - D: Sales	16
1.12 OpEx - D: Ticketing & Box Office	17
1.13 OpEx - D: Operations.....	18
1.14 OpEx - D: Executive Management.....	19
1.15 OpEx - D: Finance & Accounting	20
1.16 OpEx - D: Marketing & Communications	21
1.17 A/R and A/P Aging	22



Cross Insurance Arena
Consolidated Income Statement
 For the Period Ended: March FY26
 USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	8	-8	7	32	-25
90002: Number of Events	12	11	1	57	63	-6
90003: Paid Attendance - General Seating	48,893	41,700	7,193	201,507	213,700	-12,193
90009: Attendance	39,699	34,500	5,199	168,603	182,500	-13,897
90015: Dropcount - General Seating	-	34,500	-34,500	-	180,000	-180,000
90022: Ticket Sales - Manifested	-	667,989	-667,989	-	5,715,121	-5,715,121
Event Revenue						
SL: Rent Ticket Receipts	1,228,700	55,300	1,173,400	5,772,237	366,200	5,406,037
SL: Event Reimbursement	153,778	114,175	39,603	1,100,864	890,499	210,365
Direct Event Revenue	1,382,479	169,475	1,213,004	6,873,101	1,256,699	5,616,402
SL: Ticketing Fees	130,763	50,039	80,724	650,232	582,249	67,983
SL: Premium Seating	-	-	-	19,729	-	19,729
SL: Unmanifested Seats	-	-	-	-	9,000	(9,000)
SL: Sponsorships	-	-	-	589	-	589
SL: Total Merchandise	-	-	-	13,497	18,150	(4,653)
SL: Total Catering	-	-	-	301	4,862	(4,561)
SL: Total Concessions	637,387	364,695	272,692	2,813,402	1,954,864	858,538
SL: Other Event	-	-	-	1,167	1,400	(233)
Total Event Revenue	2,150,709	584,209	1,566,500	10,372,098	3,827,224	6,544,874
Event Costs						
SL: Direct Revenue & Costs	237,026	173,085	(63,941)	1,527,853	1,181,504	(346,349)
SL: Total Catering	595	87,612	87,017	2,020	350,388	348,368
SL: Total Concessions	316,142	109,750	(206,392)	1,393,840	652,456	(741,384)
Total Event Costs	553,763	370,447	(183,316)	2,923,712	2,184,348	(739,364)
Event Gross Profit before Revenue Sharing	1,596,945	213,762	1,383,183	7,448,386	1,642,876	5,805,510
Total Promoter & Team Revenue Sharing / Revenue	1,246,276	73,660	(1,172,616)	5,615,097	460,437	(5,154,660)
Event Gross Profit	350,669	183,752	166,917	1,833,289	1,416,364	416,925
Contracted Revenue						
SL: Premium Seating	-	19,643	(19,643)	58,441	176,790	(118,349)
SL: Sponsorships	57,807	63,750	(5,943)	346,322	573,750	(227,428)
Total Contracted Revenue	57,807	83,393	(25,586)	404,763	750,540	(345,776)
Contracted Revenue Expenses						
SL: Premium Seating	-	15,390	15,390	-	138,513	138,513
Total Contracted Revenue Expenses	-	15,390	15,390	-	138,513	138,513
Contracted Gross Profit before Revenue Sharing	57,807	68,003	(10,196)	404,763	612,027	(207,264)
Contracted Revenue Gross Profit	57,807	68,003	(10,196)	404,763	612,027	(207,264)
SL: Rent Ticket Receipts	-	-	-	4,730	-	4,730
Direct Other Revenue	-	-	-	4,730	-	4,730
SL: Ticketing Fees	-	-	-	40	-	40
SL: Premium Seating	-	-	-	22,362	-	22,362
SL: Sponsorships	-	-	-	89,642	-	89,642
SL: Other Event	7,327	6,667	660	80,935	71,000	9,935
Total Other Revenue	7,327	6,667	660	197,710	71,000	126,710
Other Gross Profit before Revenue Sharing	7,327	6,667	660	197,710	71,000	126,710
Other Revenue Gross Profit	7,327	6,667	660	197,710	71,000	126,710
Total Gross Profit	415,803	258,422	157,382	2,435,763	2,099,391	336,372
Indirect Expenses	325,463	298,436	(27,027)	2,327,372	2,475,002	147,631
Net Operating Income / (Loss)	90,340	(40,014)	130,354	108,391	(375,611)	484,002
Other Income & Expenses	-	-	-	-	-	-
Total Net Income	90,340	(40,014)	130,354	108,391	(375,611)	484,002



Cross Insurance Arena
Balance Sheet
For the Period Ended: March FY26

USD

Mar-FY26

Assets

Current Assets

Cash and Cash Equivalents	4,584,995
Accounts Receivable	477,126
Inventory	87,223
Prepaid and Other Current Assets	16,965

Total Current Assets **5,166,307**

Fixed Assets

Fixed Assets minus CIP	19,821
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Total Fixed Assets **19,821**

Total Assets **5,186,129**

Liabilities & Members' Capital

Current Liabilities

Total Accounts Payable	321,403
Accrued Expenses	906,299
Total Deferred Revenue	657,109
Total Other Current Liabilities	2,660,049

Total Current Liabilities **4,544,860**

Non-Current Liabilities

Members' Capital

Equity	1,406,867
Retained Earnings	(765,599)

Total Equity **641,268**

Total Liabilities and Equity **5,186,129**

Venue	Cross Insurance Arena		Rolling Forecast 04.23.26													
Fiscal Year	FY26															
Year-End	MTD															
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Forecast	Forecast	Forecast	Total Forecast	Budget	Better / (Worse)	
	July	August	September	October	November	December	January	February	March	April	May	June				
Event Profit	144	84,664	119,207	64,341	289,394	252,574	279,213	401,426	350,669	195,000	150,000	50,000	2,236,632	2,104,362	132,270	
Contracted Revenue	51,191	55,328	58,325	71,731	53,808	52,061	59,943	56,575	57,807	57,000	57,000	57,000	687,768	816,036	(128,268)	
Other Revenue	805.11	1	1,059	873	11,737	12,545	9,970	41,389	7,327	5,667	5,667	5,667	102706	88,000	14705	
Gross Profit	52139.95	139,992	178,591	136,945	354,938	317,180	340,783	499,390	415,803	257,667	212,667	112,667	3018763	3,008,399	10364	
Overhead Expenses	185,525	226,000	239,725	269,743	254,696	260,845	324,867	240,508	325,463	280,390	251,415	300,000	3,159,176	3,312,658	153,482	
Net Income	{133385}	{86,007}	{61,134}	{132,798}	100,243	56,335	15,916	258,882	90,340	{22,724}	{38,749}	{187,333}	{140,414}	{304,260}	163,846	



Cross Insurance Arena Consolidated Gross Profit Statement

For the Period Ended: March FY26

USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	8	-8	7	32	-25
90002: Number of Events	12	11	1	57	63	-6
90003: Paid Attendance - General Seating	48,893	41,700	7,193	201,507	213,700	-12,193
90009: Attendance	39,699	34,500	5,199	168,603	182,500	-13,897
90015: Dropcount - General Seating	-	34,500	-34,500	-	180,000	-180,000
90022: Ticket Sales - Manifested	-	667,989	-667,989	-	5,715,121	-5,715,121
Event Gross Profit						
SL: Rent Ticket Receipts	1,228,700	55,300	1,173,400	5,772,237	366,200	5,406,037
SL: Event Reimbursement	(83,248)	(58,910)	(24,338)	(426,989)	(291,005)	(135,984)
Direct Event Gross Profit	1,145,452	(3,610)	1,149,062	5,345,248	75,195	5,270,053
SL: Ticketing Fees	130,763	50,039	80,724	650,232	582,249	67,983
SL: Premium Seating	-	-	-	19,729	-	19,729
SL: Unmanifested Seats	-	-	-	-	9,000	(9,000)
SL: Sponsorships	-	-	-	589	-	589
SL: Total Merchandise	-	-	-	13,497	18,150	(4,653)
SL: Total Catering	(595)	(87,612)	87,017	(1,719)	(345,526)	343,807
SL: Total Concessions	321,246	254,945	66,301	1,419,563	1,302,408	117,155
SL: Unclassified Service Line	80	-	80	80	-	80
SL: Miscellaneous Event	-	-	-	1,167	1,400	(233)
SL: Promoter Revenue Share	(1,246,276)	-	(1,246,276)	(5,615,097)	(126,697)	(5,488,400)
Total Event Gross Profit	350,669	183,752	166,917	1,833,289	1,416,364	416,925
Contracted Gross Profit						
SL: Premium Seating	-	4,253	(4,253)	58,441	38,277	20,164
SL: Sponsorships	57,807	63,750	(5,943)	346,322	573,750	(227,428)
Total Contracted Gross Profit	57,807	68,003	(10,196)	404,763	612,027	(207,264)
Contracted Gross Profit before Revenue Sharing	57,807	68,003	(10,196)	404,763	612,027	(207,264)
Contracted Revenue Gross Profit	57,807	68,003	(10,196)	404,763	612,027	(207,264)
Other Gross Profit						
SL: Rent Ticket Receipts	-	-	-	4,730	-	4,730
Direct Other Gross Profit	-	-	-	4,730	-	4,730
SL: Ticketing Fees	-	-	-	40	-	40
SL: Premium Seating	-	-	-	22,362	-	22,362
SL: Sponsorships	-	-	-	89,642	-	89,642
SL: Ice Rink	4,950	1,000	3,950	11,034	20,000	(8,966)
SL: Miscellaneous Other	2,377	5,667	(3,290)	69,901	51,000	18,901
Total Other Gross Profit	7,327	6,667	660	197,710	71,000	126,710
Other Gross Profit before Revenue Sharing	7,327	6,667	660	197,710	71,000	126,710
Other Revenue Gross Profit	7,327	6,667	660	197,710	71,000	126,710
Total Gross Profit	415,803	258,422	157,382	2,435,763	2,099,391	336,372
Indirect Expenses	325,463	298,436	(27,027)	2,327,372	2,475,002	147,631
Net Operating Income / (Loss)	90,340	(40,014)	130,354	108,391	(375,611)	484,002
Other Income & Expense	-	-	-	-	-	-
Total Net Income	90,340	(40,014)	130,354	108,391	(375,611)	484,002



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: March FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Statistics						
90001: Number of Event Days	-	8	-8	7	32	-25
90002: Number of Events	12	11	1	57	63	-6
90003: Paid Attendance - General Seating	48,893	41,700	7,193	201,507	213,700	-12,193
90009: Attendance	39,699	34,500	5,199	168,603	182,500	-13,897
90015: Dropcount - General Seating	-	34,500	-34,500	-	180,000	-180,000
90022: Ticket Sales - Manifested	-	667,989	-667,989	-	5,715,121	-5,715,121
Event Revenue						
SL: Tickets & Admissions Revenue - Event Revenue: Manifested Ticket Receipts	1,125,287	-	1,125,287	5,341,532	42,500	5,299,032
SL: Rentals - Event Revenue: Rental Income	103,413	-	103,413	401,704	-	401,704
SL: Rentals - Event Revenue: Venue Rentals	-	55,300	(55,300)	29,000	323,700	(294,700)
Total Rent / Ticket Receipts	1,228,700	55,300	1,173,400	5,772,237	366,200	5,406,037
SL: Service & Expense Reimbursement - Event Revenue: Stagehand	64,944	36,970	27,974	412,232	370,880	41,352
SL: Service & Expense Reimbursement - Event Revenue: Catering	48,957	36,070	12,887	176,970	173,330	3,640
SL: Service & Expense Reimbursement - Event Revenue: Artist & Talent Fees	-	-	-	135,794	-	135,794
SL: Service & Expense Reimbursement - Event Revenue: Security	18,139	21,000	(2,861)	112,336	121,350	(9,014)
SL: Service & Expense Reimbursement - Event Revenue: Production	496	80	416	50,509	21,040	29,469
SL: Service & Expense Reimbursement - Event Revenue: Cleaning & Cleaning Supplies	4,960	6,300	(1,340)	36,769	29,795	6,974
SL: Service & Expense Reimbursement - Event Revenue: Advertising & Marketing	4,171	-	4,171	36,478	27,950	8,528
SL: Service & Expense Reimbursement - Event Revenue: Police	3,919	4,575	(656)	21,436	29,250	(7,814)
SL: Service & Expense Reimbursement - Event Revenue: EMT	2,431	1,350	1,081	16,973	8,120	8,853
SL: Service & Expense Reimbursement - Event Revenue: Contracted Security	-	-	-	15,514	-	15,514
SL: Service & Expense Reimbursement - Event Revenue: Event Changeover	964	-	964	13,112	-	13,112
SL: Service & Expense Reimbursement - Event Revenue: Credit Card Merchant Fees	1,997	2,175	(178)	12,960	17,535	(4,575)
SL: Service & Expense Reimbursement - Event Revenue: Group Sales Commission	-	-	-	12,913	-	12,913
SL: Service & Expense Reimbursement - Event Revenue: Operations	796	3,000	(2,204)	12,698	20,550	(7,852)
SL: Service & Expense Reimbursement - Event Revenue: Ushers	-	-	-	12,689	-	12,689
SL: Service & Expense Reimbursement - Event Revenue: Ticket Sellers	961	2,250	(1,289)	12,148	18,445	(6,297)
SL: Service & Expense Reimbursement - Event Revenue: Equipment Rental	743	-	743	6,625	17,225	(10,600)
SL: Service & Expense Reimbursement - Event Revenue: Ticket Printing	300	-	300	848	-	848
SL: Service & Expense Reimbursement - Event Revenue: Information Technology	-	-	-	800	-	800
SL: Service & Expense Reimbursement - Event Revenue: Flowers	-	-	-	528	-	528
SL: Service & Expense Reimbursement - Event Revenue: Trash Removal	-	-	-	260	-	260
SL: Service & Expense Reimbursement - Event Revenue: Telecommunications	-	-	-	250	1,819	(1,569)
SL: Service & Expense Reimbursement - Event Revenue: Insurance	-	-	-	24	-	24
SL: Service & Expense Reimbursement - Event Revenue: Other Expense	-	-	-	-	1,200	(1,200)
SL: Service & Expense Reimbursement - Event Revenue: Fees & Commissions	-	405	(405)	-	15,810	(15,810)
SL: Service & Expense Reimbursement - Event Revenue: Guest Services	-	-	-	-	16,200	(16,200)
Total Event Reimbursement	153,778	114,175	39,603	1,100,864	890,499	210,365
Direct Event Revenue	1,382,479	169,475	1,213,004	6,873,101	1,256,699	5,616,402
SL: Ticketing Fees - Event Revenue: VIP Lift	1,088	-	1,088	26,771	-	26,771
SL: Ticketing Fees - Event Revenue: Facility Fee	79,140	39,000	40,140	408,423	401,850	6,573
SL: Ticketing Fees - Event Revenue: Ticketing Fees	50,535	11,039	39,496	215,037	180,399	34,638
Total Ticketing Revenue	130,763	50,039	80,724	650,232	582,249	67,983
SL: Premium Seating - Event Revenue: Suites	-	-	-	19,729	-	19,729
Total Premium Seating	-	-	-	19,729	-	19,729
SL: Unmanifested Seats - Event Revenue: Individual Suite Rentals	-	-	-	-	9,000	(9,000)
Total Unmanifested Seats	-	-	-	-	9,000	(9,000)
SL: Partnerships - Event Revenue: Suites	-	-	-	589	-	589
Total Event Sponsorships	-	-	-	589	-	589
SL: Merchandise - Event Revenue: Merchandise	-	-	-	13,497	-	13,497
SL: Retail Merchandise - Event Revenue: Other Revenue	-	-	-	-	18,150	(18,150)
Total Merchandise	-	-	-	13,497	18,150	(4,653)
SL: Catering - Event Revenue: NA Beverage	-	-	-	96	1,862	(1,766)
SL: Catering - Event Revenue: Beer	-	-	-	75	-	75



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: March FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
SL: Catering - Event Revenue: Wine	-	-	-	70	-	70
SL: Catering - Event Revenue: Liquor	-	-	-	60	-	60
SL: Catering - Event Revenue: Food	-	-	-	-	3,000	(3,000)
Total Catering	-	-	-	301	4,862	(4,561)
SL: Concessions - Event Revenue: Food	251,938	134,377	117,561	1,008,541	639,741	368,800
SL: Concessions - Event Revenue: Beer	153,925	-	153,925	728,953	-	728,953
SL: Concessions - Event Revenue: NA Beverage	114,077	71,805	42,272	504,633	346,024	158,609
SL: Concessions - Event Revenue: Liquor	60,548	40,000	20,548	305,203	284,576	20,627
SL: Concessions - Event Revenue: Service Charge	52,356	-	52,356	246,363	-	246,363
SL: Concessions - Event Revenue: Wine	4,545	2,253	2,292	17,143	15,958	1,185
SL: Concessions - Event Revenue: Catering	-	-	-	2,567	-	2,567
SL: Concessions - Event Revenue: Canned Beer	-	116,260	(116,260)	-	668,565	(668,565)
Total Concession	637,387	364,695	272,692	2,813,402	1,954,864	858,538
SL: Miscellaneous Event - Event Revenue: Other Revenue	-	-	-	1,167	-	1,167
SL: Miscellaneous Event - Event Revenue: Sponsorship	-	-	-	-	1,400	(1,400)
Total Other Event Revenue	-	-	-	1,167	1,400	(233)
SL_1066 SL: Balance Sheet - 40010_1999 Event Revenue: Balance Sheet	80	-	80	80	-	80
Unclassified Service Line Entries - Event Revenue	80	-	80	80	-	80
Total Event Revenue	2,150,709	584,209	1,566,500	10,372,098	3,827,224	6,544,874
Event Costs						
SL: Event Expenses - Event COS: Stagehand	56,836	34,520	(22,316)	374,491	338,415	(36,076)
SL: Event Expenses - Event COS: Security	47,550	47,320	(230)	232,987	261,239	28,252
SL: Event Expenses - Event COS: Catering	49,618	36,070	(13,548)	180,242	164,655	(15,587)
SL: Event Expenses - Event COS: Cleaning & Cleaning Supplies	33,789	28,800	(4,989)	126,200	141,640	15,440
SL: Event Expenses - Event COS: Artist & Talent Fees	-	-	-	124,034	18,000	(106,034)
SL: Event Expenses - Event COS: Production	2,063	80	(1,983)	117,896	29,485	(88,411)
SL: Event Expenses - Event COS: Advertising & Marketing	4,437	-	(4,437)	73,740	40,450	(33,290)
SL: Event Expenses - Event COS: Police	11,724	7,750	(3,974)	55,084	47,475	(7,609)
SL: Event Expenses - Event COS: Contracted Security	9,152	-	(9,152)	54,031	-	(54,031)
SL: Event Expenses - Event COS: EMT	6,180	5,010	(1,170)	38,054	33,425	(4,629)
SL: Event Expenses - Event COS: Operations	5,417	4,550	(867)	34,985	37,352	2,367
SL: Event Expenses - Event COS: Housekeeping/Cleaning	-	-	-	18,245	-	(18,245)
SL: Event Expenses - Event COS: Ticket Sellers	3,716	4,840	1,124	17,155	22,760	5,605
SL: Event Expenses - Event COS: Equipment Rental	610	-	(610)	14,401	6,575	(7,826)
SL: Event Expenses - Event COS: Event Changeover	3,901	2,160	(1,741)	13,465	7,858	(5,607)
SL: Event Expenses - Event COS: Credit Card Merchant Fees	1,770	1,985	215	12,355	13,170	815
SL: Event Expenses - Event COS: Charitable Donations	-	-	-	10,000	-	(10,000)
SL: Event Expenses - Event COS: Audio Visual	-	-	-	7,290	-	(7,290)
SL: Event Expenses - Event COS: Group Sales Commission	-	-	-	6,878	-	(6,878)
SL: Event Expenses - Event COS: Ushers	-	-	-	3,785	-	(3,785)
SL: Event Expenses - Event COS: Parking Operations	-	-	-	2,500	-	(2,500)
SL: Event Expenses - Event COS: Furniture	264	-	(264)	2,400	-	(2,400)
SL: Event Expenses - Event COS: Information Technology	-	-	-	1,688	-	(1,688)
SL: Event Expenses - Event COS: Hotel Expense	-	-	-	1,272	-	(1,272)
SL: Event Expenses - Event COS: Artist Gift	-	-	-	1,000	-	(1,000)
SL: Event Expenses - Event COS: Propane	-	-	-	966	-	(966)
SL: Event Expenses - Event COS: Photography	-	-	-	800	-	(800)
SL: Event Expenses - Event COS: Runners	-	-	-	625	-	(625)
SL: Event Expenses - Event COS: Supplies	-	-	-	500	-	(500)
SL: Event Expenses - Event COS: Internet & WIFI	-	-	-	375	-	(375)
SL: Event Expenses - Event COS: Licenses, Fees & Permits	-	-	-	300	-	(300)
SL: SG&A - Event COS: Advertising	-	-	-	69	-	(69)
SL: Event Expenses - Event COS: Entertainment	-	-	-	40	-	(40)
SL: Event Expenses - Event COS: Fees & Commissions	-	-	-	-	6,105	6,105
SL: Event Expenses - Event COS: Guest Services	-	-	-	-	12,900	12,900



**Cross Insurance Arena
Detailed Income Statement
For the Period Ended: March FY26
USD**

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Total Event Operating Expenses	237,026	173,085	(63,941)	1,527,853	1,181,504	(346,349)
SL: Catering - Event COS: FoH Labor	595	-	(595)	2,020	-	(2,020)
SL: Premium Catering - Event COS: Liquor	-	9,808	9,808	-	39,232	39,232
SL: Premium Catering - Event COS: NA Beverage	-	11,648	11,648	-	46,592	46,592
SL: Premium Catering - Event COS: Wine	-	372	372	-	1,428	1,428
SL: Premium Catering - Event COS: Food	-	42,920	42,920	-	171,680	171,680
SL: Premium Catering - Event COS: Canned Beer	-	22,864	22,864	-	91,456	91,456
Total Catering	595	87,612	87,017	2,020	350,388	348,368
SL: Concessions - Event COS: FoH Labor	117,189	91,750	(25,439)	537,077	468,925	(68,152)
SL: Concessions - Event COS: Food	81,723	10,800	(70,923)	365,036	76,615	(288,421)
SL: Concessions - Event COS: Sales Tax	41,658	-	(41,658)	183,565	-	(183,565)
SL: Concessions - Event COS: Beer	36,021	-	(36,021)	127,621	-	(127,621)
SL: Concessions - Event COS: NA Beverage	26,025	7,200	(18,825)	103,134	46,114	(57,020)
SL: Concessions - Event COS: Liquor	12,283	-	(12,283)	60,756	22,073	(38,683)
SL: Concessions - Event COS: Canned Beer	-	-	-	11,812	35,964	24,152
SL: Concessions - Event COS: Wine	1,243	-	(1,243)	4,837	2,765	(2,072)
Total Concession	316,142	109,750	(206,392)	1,393,840	652,456	(741,384)
Total Event Costs	553,763	370,447	(183,316)	2,923,712	2,184,348	(739,364)
Event Gross Profit before Revenue Sharing	1,596,945	213,762	1,383,183	7,448,386	1,642,876	5,805,510
Promoter & Team Revenue Sharing / Revenue						
SL: Promoter Revenue Share - Event COS: Concessions	-	-	-	-	92,181	92,181
SL: Team/Tenant Revenue Share - Event COS: Concessions	-	65,840	65,840	-	263,360	263,360
SL: Promoter Revenue Share - Event COS: VIP Revenue	-	-	-	2,160	-	(2,160)
SL: Promoter Revenue Share - Event COS: Merchandise	-	-	-	6,611	-	(6,611)
SL: Promoter Revenue Share - Event COS: Ticketing Fees	-	-	-	18,090	47,196	29,106
SL: Promoter Revenue Share - Event COS: Facility Fee	-	-	-	43,779	(12,680)	(56,459)
SL: Promoter Revenue Share - Event COS: Food & Beverage	86,409	-	(86,409)	308,750	-	(308,750)
SL: Promoter Revenue Share - Event COS: Promoter Profit/Loss	1,159,867	-	(1,159,867)	5,235,708	-	(5,235,708)
SL: Team/Tenant Revenue Share - Contra-Event Revenue: Third Party Services	-	7,820	7,820	-	70,380	70,380
Total Promoter & Team Revenue Sharing / Revenue	1,246,276	73,660	(1,172,616)	5,615,097	460,437	(5,154,660)
Event Gross Profit	350,669	183,752	166,917	1,833,289	1,416,364	416,925
Contracted Revenue						
SL: Premium Seating - Contracted Revenue: All Event Club Seats	-	1,727	(1,727)	-	15,540	(15,540)
SL: Premium Seating - Contracted Revenue: Club Seats	-	-	-	4,582	-	4,582
SL: Premium Seating - Contracted Revenue: Suites	-	17,917	(17,917)	53,860	161,250	(107,390)
Total Premium Seating	-	19,643	(19,643)	58,441	176,790	(118,349)
SL: Partnerships - Contracted Revenue: All Event Club Seats	654	-	654	2,030	-	2,030
SL: Partnerships - Contracted Revenue: Suites	10,726	-	10,726	21,223	-	21,223
SL: Partnerships - Contracted Revenue: Arena Sponsor	30,750	45,833	(15,083)	54,391	412,500	(358,109)
SL: Partnerships - Contracted Revenue: Naming Rights	15,677	17,917	(2,240)	111,245	161,250	(50,005)
SL: Partnerships - Contracted Revenue: Presenting Sponsor	-	-	-	157,434	-	157,434
Total Sponsorships	57,807	63,750	(5,943)	346,322	573,750	(227,428)
Total Contracted Revenue	57,807	83,393	(25,586)	404,763	750,540	(345,776)
Contracted Revenue Expenses						
SL: Premium Seating - Contracted Revenue COS: Commissions	-	15,390	15,390	-	138,513	138,513
Total Premium Seating Expenses	-	15,390	15,390	-	138,513	138,513
Total Contracted Revenue Costs	-	15,390	15,390	-	138,513	138,513
Contracted Gross Profit before Revenue Sharing	57,807	68,003	(10,196)	404,763	612,027	(207,264)
Promoter & Team Revenue Sharing / Revenue						



**Cross Insurance Arena
Detailed Income Statement**
For the Period Ended: March FY26
USD

	MTD			YTD		
	Actual	Budget	B / (W)	Actual	Budget	B / (W)
Contracted Revenue Gross Profit	57,807	68,003	(10,196)	404,763	612,027	(207,264)
Other Revenue						
Total Service Line - Other Revenue: Additional Fee/TM Bump	-	-	-	40	-	40
Total Service Line - Other Revenue: Venue Rentals	-	-	-	4,730	-	4,730
Total Service Line - Other Revenue: Other Revenue	-	6,667	(6,667)	-	71,000	(71,000)
Total Service Line - Other Revenue: Club Seats	-	-	-	911	-	911
Total Service Line - Other Revenue: Suites	-	-	-	21,452	-	21,452
Total Service Line - Other Revenue: Naming Rights	-	-	-	31,354	-	31,354
Total Service Line - Other Revenue: Presenting Sponsor	-	-	-	58,288	-	58,288
Total Service Line - Other Revenue: Private Ice rental	4,950	-	4,950	11,034	-	11,034
Total Service Line - Other Revenue: Miscellaneous Income	613	-	613	29,357	-	29,357
Total Service Line - Other Revenue: ATM Commission	-	-	-	45	-	45
Total Service Line - Other Revenue: Miscellaneous Other	-	-	-	38,735	-	38,735
Total Service Line - Other Revenue: Balance Sheet	1,764	-	1,764	1,764	-	1,764
Total Other Revenue	7,327	6,667	660	197,710	71,000	126,710
Other Revenue Gross Profit	7,327	6,667	660	197,710	71,000	126,710
Total Gross Profit	415,803	258,422	157,382	2,435,763	2,099,391	336,372
Indirect Expenses						
60101: Salaries & Wages	120,514	180,424	59,910	772,581	1,462,312	689,731
60650: Contra-Payroll	-	(60,667)	(60,667)	-	(545,300)	(545,300)
60150: Other Payroll Costs	418	-	(418)	33,013	-	(33,013)
60200: Bonuses & Commissions	-	2,151	2,151	-	19,359	19,359
60300: Payroll Taxes	30,733	13,868	(16,865)	168,240	129,799	(38,441)
60350: Employee Benefits	25,065	27,141	2,077	187,221	234,368	47,147
60400: Pension & 401K	11,853	4,905	(6,948)	29,991	44,146	14,155
61000: Employee T&E	2,671	3,590	919	10,730	36,474	25,744
62000: Consultants and Professional Services	-	5,838	5,838	-	52,538	52,538
63000: Insurance	15,377	13,500	(1,877)	134,132	121,503	(12,629)
64000: Supplies	8,531	6,642	(1,888)	67,623	64,381	(3,242)
Repairs & Maintenance	9,456	14,188	4,732	92,831	130,688	37,857
Utilities	56,551	55,950	(601)	484,937	453,550	(31,387)
67000: Office Expenses	2,351	1,100	(1,251)	7,243	10,675	3,432
69000: Contracted Services	25,903	20,082	(5,822)	237,376	180,684	(56,692)
70000: Advertising & Marketing	754	1,167	413	8,213	10,700	2,487
72000: Other G&A	15,287	8,558	(6,729)	93,239	69,125	(24,114)
Total Indirect Expenses	325,463	298,436	(27,027)	2,327,372	2,475,002	147,631
Net Operating Income / Loss	90,340	(40,014)	130,354	108,391	(375,611)	484,002
Total Net Income	90,340	(40,014)	130,354	108,391	(375,611)	484,002



**Cross Insurance Arena
Operating Expenses by Department**

Total Department

For The Period Ended: March FY26

USD

	Period to Date			Year to Date			Full Year Total		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	82,212	88,676	6,464	763,961	798,085	34,124	763,961	1,064,113	72%
Salaries & Wages: Salaried Part-Time	225,697	35,248	(190,450)	1,007,855	317,228	(690,628)	1,007,855	422,970	238%
Salaries & Wages: Hourly Part-Time	-	16,500	16,500	-	145,000	145,000	-	193,000	-
Salaries & Wages: Temporary Labor	-	40,000	40,000	504	202,000	201,496	504	240,000	0%
Salaries & Wages: Event Wages	(187,396)	-	187,396	(999,739)	-	999,739	(999,739)	-	-
Other Payroll Costs: Payroll Service Fees	-	-	-	4,758	-	(4,758)	4,758	-	-
Other Payroll Costs: Payroll Processing Fees	418	-	(418)	28,255	-	(28,255)	28,255	-	-
Bonuses & Commissions: Accrued Bonus	-	2,151	2,151	-	19,359	19,359	-	25,812	-
Payroll Taxes: Payroll Taxes (Full-Time)	7,071	5,585	(1,485)	65,869	55,259	(10,611)	65,869	71,346	92%
Payroll Taxes: Salaried Part-Time	-	-	-	82	-	(82)	82	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	23,662	6,111	(17,551)	102,289	54,998	(47,291)	102,289	73,323	140%
Payroll Taxes: Workers Comp	-	2,171	2,171	-	19,542	19,542	-	26,057	-
Employee Benefits: General Employee Benefits	25,065	27,141	2,077	187,221	234,368	47,147	187,221	315,792	59%
Pension & 401K: General Employee Benefits	-	-	-	(1,569)	-	1,569	(1,569)	-	-
Pension & 401K: Pension & 401K	11,853	4,905	(6,948)	31,560	44,146	12,586	31,560	58,862	54%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	47,543	-
Contra-Payroll: Payroll Recovery PT	-	(60,667)	(60,667)	-	(545,300)	(545,300)	-	(727,000)	-
Total Labor Costs	188,583	167,822	(20,761)	1,191,047	1,344,685	153,638	1,191,047	1,811,817	66%
Consultants and Professional Services: Payroll Service Fees	-	5,838	5,838	-	52,538	52,538	-	70,050	-
Consultants and Professional Services: Legal Services	-	-	-	-	-	-	-	500	-
62000: Consultants and Professional Services	-	5,838	5,838	-	52,538	52,538	-	70,550	-
Employee T&E: Decorations	-	-	-	165	-	(165)	165	-	-
Employee T&E: Entertainment	335	-	(335)	1,033	-	(1,033)	1,033	-	-
Employee T&E: Meals and Entertainment	-	415	415	-	3,749	3,749	-	5,000	-
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	1,200	-
Employee T&E: Vehicle Parking Expense	-	2,883	2,883	-	25,950	25,950	-	34,600	-
Employee T&E: Training, Conferences, Meetings	2,236	-	(2,236)	9,432	3,500	(5,932)	9,432	16,050	59%
Employee T&E: Gifts	-	-	-	-	250	250	-	250	-
Employee T&E: Customer Relations	100	292	192	100	3,025	2,925	100	4,150	2%
61000: Employee T&E	2,671	3,590	919	10,730	36,474	25,744	10,730	61,250	18%
Insurance: Workers Comp	5,218	-	(5,218)	41,745	-	(41,745)	41,745	-	-
Insurance: Insurance and Bonding	10,159	13,500	3,341	92,387	121,503	29,116	92,387	162,004	57%
63000: Insurance	15,377	13,500	(1,877)	134,132	121,503	(12,629)	134,132	162,004	83%
Supplies: Cleaning & Cleaning Supplies	-	-	-	5,228	-	(5,228)	5,228	-	-
Supplies: CO2/Gas	-	-	-	126	-	(126)	126	-	-
Supplies: Propane	146	-	(146)	763	-	(763)	763	-	-
Supplies: Uniforms	-	-	-	-	1,750	1,750	-	1,750	-
Supplies: Vehicle Fuel	-	-	-	138	-	(138)	138	-	-
Supplies: Paper Products	-	-	-	8,763	3,000	(5,763)	8,763	5,000	175%
Supplies: Cleaning Supplies	-	-	-	1,200	-	(1,200)	1,200	-	-
Supplies: Smallwares	-	167	167	(8,366)	1,500	9,866	(8,366)	2,000	-418%
Supplies: Office Supplies	950	100	(850)	2,086	750	(1,336)	2,086	1,000	209%
Supplies: General Supplies	-	2,333	2,333	-	21,000	21,000	-	28,000	-
Supplies: Building Supplies	2,668	-	(2,668)	23,874	-	(23,874)	23,874	-	-
Supplies: Hockey Supplies	-	-	-	1,692	-	(1,692)	1,692	-	-
Supplies: Radios	-	-	-	340	-	(340)	340	-	-
Supplies: Security Supplies	-	709	709	65	6,381	6,316	65	8,508	1%
Supplies: Ice Supplies	-	-	-	2,174	-	(2,174)	2,174	-	-
Supplies: Electrical Supplies	15	-	(15)	370	-	(370)	370	-	-
Supplies: Janitorial Supplies	4,752	3,333	(1,418)	27,805	30,000	2,195	27,805	40,000	70%
Supplies: Promotional Supplies	-	-	-	1,366	-	(1,366)	1,366	-	-
64000: Supplies	8,531	6,642	(1,888)	67,623	64,381	(3,242)	67,623	86,258	78%
General R&M: Kitchen Equipment	-	2,083	2,083	-	18,750	18,750	-	25,000	-
General R&M: Repairs & Maintenance	9,064	-	(9,064)	16,358	-	(16,358)	16,358	-	-
General R&M: Trash Removal	300	-	(300)	300	-	(300)	300	-	-
General R&M: Equipment Rental	-	-	-	-	3,000	3,000	-	5,000	-
General R&M: Equipment Maintenance	92	3,750	3,658	21,191	33,750	12,559	21,191	45,000	47%
General R&M: General Repairs & Maintenance	-	3,813	3,813	35,915	34,313	(1,602)	35,915	45,750	79%
General R&M: Contracted Maintenance	-	-	-	4,550	-	(4,550)	4,550	-	-
General R&M: Hockey Equipment	-	3,667	3,667	-	33,000	33,000	-	44,000	-
General R&M: Plumbing repairs	-	-	-	1,371	-	(1,371)	1,371	-	-
General R&M: Elevator/Escalator Repair	-	-	-	11,812	-	(11,812)	11,812	-	-
General R&M: R&M Equipment Fund	-	-	-	1,334	-	(1,334)	1,334	-	-
General R&M: Leased Equipment & Vehicles	-	875	875	-	7,875	7,875	-	10,500	-
65001: General R&M	9,456	14,188	4,732	92,831	130,688	37,857	92,831	175,250	53%
Repairs & Maintenance	9,456	14,188	4,732	92,831	130,688	37,857	92,831	175,250	53%
General Utilities: Propane	-	-	-	79	-	(79)	79	-	-
General Utilities: Cell Phone & Data	-	108	108	612	975	363	612	1,300	47%
General Utilities: Water Treatment	527	-	(527)	527	-	(527)	527	-	-
General Utilities: General Utilities	-	-	-	577	-	(577)	577	-	-
General Utilities: Telephone	3,915	-	(3,915)	25,736	-	(25,736)	25,736	-	-
General Utilities: Internet & WIFI	-	4,008	4,008	10,685	36,075	25,390	10,685	48,100	22%
General Utilities: Alarm & CCTV	-	-	-	30	-	(30)	30	-	-
General Utilities: Electricity	33,305	29,167	(4,138)	324,210	262,500	(61,710)	324,210	350,000	93%
General Utilities: Water	-	583	583	13,623	5,250	(8,373)	13,623	7,000	195%
General Utilities: Sewer	-	2,083	2,083	605	18,750	18,145	605	25,000	2%
General Utilities: Natural Gas	15,691	20,000	4,309	98,911	130,000	31,089	98,911	150,000	66%
General Utilities: Water Services	3,112	-	(3,112)	9,341	-	(9,341)	9,341	-	-
66001: General Utilities	56,551	55,950	(601)	484,937	453,550	(31,387)	484,937	581,400	83%
Utilities	56,551	55,950	(601)	484,937	453,550	(31,387)	484,937	581,400	83%



**Cross Insurance Arena
Operating Expenses by Department
Total Department**

For The Period Ended: March FY26
USD

	Period to Date			Year to Date			Full Year Total		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Office Expenses: Postage & Freight	-	-	-	140	-	(140)	140	-	-
Office Expenses: Postage	207	167	(40)	1,632	2,000	368	1,632	2,500	65%
Office Expenses: Printing	-	42	42	-	625	625	-	750	-
Office Expenses: Office Supplies	976	625	(351)	4,015	5,625	1,610	4,015	7,500	54%
Office Expenses: Telephone	-	267	267	-	2,425	2,425	-	3,250	-
Office Expenses: Water	106	-	(106)	342	-	(342)	342	-	-
Office Expenses: Office Equipment Purchases	1,062	-	(1,062)	1,062	-	(1,062)	1,062	-	-
Office Expenses: Office Refreshments	-	-	-	53	-	(53)	53	-	-
67000: Office Expenses	2,351	1,100	(1,251)	7,243	10,675	3,432	7,243	14,000	52%
Contracted Services: Information Technology	-	-	-	12,803	-	(12,803)	12,803	-	-
Contracted Services: Banners, Signage, Graphics	-	521	521	-	4,687	4,687	-	6,250	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	952	-	(952)	952	-	-
Contracted Services: Laundry - Uniform	-	583	583	-	5,250	5,250	-	7,000	-
Contracted Services: Repairs & Maintenance	-	-	-	26,371	-	(26,371)	26,371	-	-
Contracted Services: Trash Removal	-	2,000	2,000	18,207	18,000	(207)	18,207	24,000	76%
Contracted Services: Contracted Security	-	563	563	30	5,063	5,033	30	6,750	0%
Contracted Services: Equipment Rental	126	-	(126)	442	-	(442)	442	-	-
Contracted Services: Cell Phone & Data	-	-	-	102	-	(102)	102	-	-
Contracted Services: Elevator/Escalator Repair	1,334	1,375	41	1,334	12,375	11,041	1,334	16,500	8%
Contracted Services: Internet & WIFI	416	-	(416)	4,391	-	(4,391)	4,391	-	-
Contracted Services: Alarm & CCTV	30	-	(30)	1,276	-	(1,276)	1,276	-	-
Contracted Services: Armored Car	-	200	200	2,068	1,500	(568)	2,068	2,000	103%
Contracted Services: Pest Control	274	300	26	2,434	2,700	266	2,434	3,600	68%
Contracted Services: Background Checks	-	63	63	208	563	355	208	750	28%
Contracted Services: Inspections	1,873	458	(1,415)	16,577	4,125	(12,452)	16,577	5,500	301%
Contracted Services: IT Services	-	2,500	2,500	9,588	22,500	12,912	9,588	30,000	32%
Contracted Services: Website Maintenance	-	-	-	1,300	-	(1,300)	1,300	-	-
Contracted Services: Snow Removal	-	-	-	600	250	(350)	600	250	240%
Contracted Services: Window/Facade Cleaning	-	-	-	655	-	(655)	655	-	-
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	3,957	-	(3,957)	4,307	-	(4,307)	4,307	-	-
Contracted Services: Water Services	-	-	-	527	-	(527)	527	-	-
Contracted Services: Parking	3,706	-	(3,706)	20,668	-	(20,668)	20,668	-	-
Contracted Services: Software & Licenses	3,435	767	(2,668)	14,466	6,900	(7,566)	14,466	9,200	157%
Contracted Services: Management Fee (Base)	10,752	10,752	0	96,772	96,772	0	96,772	129,029	75%
Contracted Services: Website fees	-	-	-	1,300	-	(1,300)	1,300	-	-
69000: Contracted Services	25,903	20,082	(5,822)	237,376	180,684	(56,692)	237,376	240,829	99%
Advertising & Marketing: Advertising & Marketing	-	-	-	3,327	-	(3,327)	3,327	-	-
Advertising & Marketing: Photography	-	-	-	100	-	(100)	100	-	-
Advertising & Marketing: Advertising	-	517	517	796	4,850	4,054	796	6,400	12%
Advertising & Marketing: New Business Marketing	-	-	-	1,167	-	(1,167)	1,167	-	-
Advertising & Marketing: Website fees	650	650	0	2,600	5,850	3,250	2,600	7,800	33%
Advertising & Marketing: Marketing	104	-	(104)	104	-	(104)	104	-	-
Advertising & Marketing: Subscriptions	-	-	-	120	-	(120)	120	-	-
70000: Advertising & Marketing	754	1,167	413	8,213	10,700	2,487	8,213	14,200	58%
Other G&A: Information Technology	-	-	-	3,274	-	(3,274)	3,274	-	-
Other G&A: Bank and Merchant Processing Fees	-	-	-	90	-	(90)	90	-	-
Other G&A: Licenses, Fees & Permits	555	713	157	7,291	6,413	(879)	7,291	8,550	85%
Other G&A: Printing	-	125	125	90	1,125	1,035	90	1,500	6%
Other G&A: Cell Phone & Data	102	-	(102)	204	-	(204)	204	-	-
Other G&A: Customer Relations	106	-	(106)	106	550	444	106	650	16%
Other G&A: Building Supplies	-	-	-	95	-	(95)	95	-	-
Other G&A: Internet & WIFI	-	-	-	95	-	(95)	95	-	-
Other G&A: Armored Car	346	-	(346)	731	-	(731)	731	-	-
Other G&A: Inspections	-	-	-	645	-	(645)	645	-	-
Other G&A: Parking	-	-	-	8,874	-	(8,874)	8,874	-	-
Other G&A: Software & Licenses	888	-	(888)	1,872	-	(1,872)	1,872	-	-
Other G&A: Subscriptions	-	-	-	100	-	(100)	100	-	-
Other G&A: Dues and Subscriptions	535	721	186	6,570	6,737	168	6,570	8,900	74%
Other G&A: Credit Card Merchant Fees	13,119	7,000	(6,119)	62,034	54,300	(7,734)	62,034	75,500	82%
Other G&A: Cash Over/Short	(364)	-	364	840	-	(840)	840	-	-
Other G&A: Corporate Expense Allocations	-	-	-	328	-	(328)	328	-	-
72000: Other G&A	15,287	8,558	(6,729)	93,239	69,125	(24,114)	93,239	95,100	98%
Total Non Labor Costs	136,881	130,614	(6,267)	1,136,325	1,130,317	(6,008)	1,136,325	1,500,841	76%
Total Operating Expenses	325,463	298,436	(27,027)	2,327,372	2,475,002	147,631	2,327,372	3,312,658	70%



**Cross Insurance Arena
Operating Expenses by Department**

D: Third Party Partnerships

For The Period Ended: March FY26

USD

	Period to Date			Year to Date			Full Year Total		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Employee T&E: Customer Relations	-	292	292	-	2,625	2,625	-	3,500	-
61000: Employee T&E	-	292	292	-	2,625	2,625	-	3,500	-
Office Expenses: Printing	-	-	-	-	250	250	-	250	-
67000: Office Expenses	-	-	-	-	250	250	-	250	-
Contracted Services: Banners, Signage, Graphics	-	521	521	-	4,687	4,687	-	6,250	-
69000: Contracted Services	-	521	521	-	4,687	4,687	-	6,250	-
Total Non Labor Costs	-	813	813	-	7,563	7,563	-	10,000	-
Total Operating Expenses	-	813	813	-	7,563	7,563	-	10,000	-



**Cross Insurance Arena
Operating Expenses by Department**

D: Event Services

For The Period Ended: March FY26

USD

	Period to Date			Year to Date			Full Year Total		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	20,526	18,112	(2,413)	166,791	163,012	(3,778)	166,791	217,350	77%
Salaries & Wages: Salaried Part-Time	126,742	-	(126,742)	586,793	-	(586,793)	586,793	-	-
Salaries & Wages: Event Wages	(104,682)	-	104,682	(609,914)	-	609,914	(609,914)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	1,691	1,445	(246)	13,750	14,378	629	13,750	18,535	74%
Payroll Taxes: Payroll Taxes (Part-Time)	13,039	741	(12,299)	58,428	6,667	(51,761)	58,428	8,890	657%
Payroll Taxes: Workers Comp	-	516	516	-	4,642	4,642	-	6,189	-
Employee Benefits: General Employee Benefits	7,151	7,326	175	56,082	65,932	9,851	56,082	87,910	64%
Pension & 401K: General Employee Benefits	-	-	-	(472)	-	472	(472)	-	-
Pension & 401K: Pension & 401K	2,434	945	(1,489)	7,171	8,501	1,330	7,171	11,334	63%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	9,315	-
Contra-Payroll: Payroll Recovery PT	-	(250)	(250)	-	(1,550)	(1,550)	-	(2,000)	-
Total Labor Costs	66,901	28,834	(38,067)	278,629	261,583	(17,046)	278,629	357,523	78%
Employee T&E: Training, Conferences, Meetings	-	-	-	1,644	150	(1,494)	1,644	3,150	52%
61000: Employee T&E	-	-	-	1,644	150	(1,494)	1,644	3,150	52%
Supplies: CO2/Gas	-	-	-	126	-	(126)	126	-	-
Supplies: Uniforms	-	-	-	-	1,000	1,000	-	1,000	-
Supplies: Office Supplies	-	-	-	105	-	(105)	105	-	-
Supplies: Building Supplies	512	-	(512)	5,828	-	(5,828)	5,828	-	-
Supplies: Radios	-	-	-	340	-	(340)	340	-	-
Supplies: Security Supplies	-	709	709	65	6,381	6,316	65	8,508	1%
Supplies: Electrical Supplies	15	-	(15)	370	-	(370)	370	-	-
64000: Supplies	527	709	182	6,835	7,381	546	6,835	9,508	72%
General R&M: Repairs & Maintenance	-	-	-	2,025	-	(2,025)	2,025	-	-
65001: General R&M	-	-	-	2,025	-	(2,025)	2,025	-	-
Repairs & Maintenance	-	-	-	2,025	-	(2,025)	2,025	-	-
General Utilities: Alarm & CCTV	-	-	-	30	-	(30)	30	-	-
66001: General Utilities	-	-	-	30	-	(30)	30	-	-
Utilities	-	-	-	30	-	(30)	30	-	-
Contracted Services: Information Technology	-	-	-	3,125	-	(3,125)	3,125	-	-
Contracted Services: Contracted Security	-	563	563	30	5,063	5,033	30	6,750	0%
Contracted Services: Equipment Rental	126	-	(126)	442	-	(442)	442	-	-
Contracted Services: Alarm & CCTV	30	-	(30)	305	-	(305)	305	-	-
Contracted Services: IT Services	-	-	-	420	-	(420)	420	-	-
Contracted Services: Software & Licenses	625	767	142	2,500	6,900	4,400	2,500	9,200	27%
69000: Contracted Services	781	1,329	548	6,822	11,963	5,140	6,822	15,950	43%
Other G&A: Software & Licenses	261	-	(261)	261	-	(261)	261	-	-
Other G&A: Dues and Subscriptions	-	-	-	1,629	-	(1,629)	1,629	-	-
Other G&A: Credit Card Merchant Fees	(81)	-	81	(81)	-	81	(81)	-	-
72000: Other G&A	180	-	(180)	1,809	-	(1,809)	1,809	-	-
Total Non Labor Costs	1,488	2,038	550	19,165	19,494	329	19,165	28,608	67%
Total Operating Expenses	68,389	30,873	(37,517)	297,794	281,076	(16,718)	297,794	386,131	77%



**Cross Insurance Arena
Operating Expenses by Department**

D: Food & Beverage
For The Period Ended: March FY26
USD

	Period to Date			Year to Date			Full Year Total		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	10,084	11,258	1,174	90,840	101,325	10,485	90,840	135,100	67%
Salaries & Wages: Salaried Part-Time	79,257	35,248	(44,010)	315,126	317,228	2,102	315,126	422,970	75%
Salaries & Wages: Temporary Labor	-	40,000	40,000	504	202,000	201,496	504	240,000	0%
Salaries & Wages: Event Wages	(69,975)	-	69,975	(317,638)	-	317,638	(317,638)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	896	738	(158)	8,013	7,280	(734)	8,013	9,494	84%
Payroll Taxes: Payroll Taxes (Part-Time)	8,526	3,172	(5,353)	33,585	28,550	(5,035)	33,585	38,067	88%
Payroll Taxes: Workers Comp	-	191	191	-	1,715	1,715	-	2,287	-
Employee Benefits: General Employee Benefits	1,812	2,756	944	19,064	24,810	5,746	19,064	33,078	58%
Pension & 401K: Pension & 401K	2,549	640	(1,909)	4,199	5,757	1,558	4,199	7,676	55%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	8,509	-
Contra-Payroll: Payroll Recovery PT	-	(52,083)	(52,083)	-	(468,750)	(468,750)	-	(625,000)	-
Total Labor Costs	33,148	41,919	8,771	153,693	219,914	66,222	153,693	272,181	56%
Employee T&E: Training, Conferences, Meetings	-	-	-	169	600	432	169	600	28%
61000: Employee T&E	-	-	-	169	600	432	169	600	28%
Supplies: Cleaning & Cleaning Supplies	-	-	-	1,613	-	(1,613)	1,613	-	-
Supplies: Paper Products	-	-	-	8,763	3,000	(5,763)	8,763	5,000	175%
Supplies: Cleaning Supplies	-	-	-	523	-	(523)	523	-	-
Supplies: Smallwares	-	167	167	(8,366)	1,500	9,866	(8,366)	2,000	-418%
Supplies: Office Supplies	-	-	-	600	-	(600)	600	-	-
Supplies: Building Supplies	-	-	-	277	-	(277)	277	-	-
Supplies: Janitorial Supplies	668	-	(668)	4,176	-	(4,176)	4,176	-	-
64000: Supplies	668	167	(501)	7,586	4,500	(3,086)	7,586	7,000	108%
General R&M : Kitchen Equipment	-	2,083	2,083	-	18,750	18,750	-	25,000	-
General R&M : Repairs & Maintenance	-	-	-	1,210	-	(1,210)	1,210	-	-
General R&M : Equipment Maintenance	-	-	-	5,219	-	(5,219)	5,219	-	-
General R&M : General Repairs & Maintenance	-	-	-	168	-	(168)	168	-	-
65001: General R&M	-	2,083	2,083	6,597	18,750	12,153	6,597	25,000	26%
Repairs & Maintenance	-	2,083	2,083	6,597	18,750	12,153	6,597	25,000	26%
General Utilities: Cell Phone & Data	-	108	108	306	975	669	306	1,300	24%
66001: General Utilities	-	108	108	306	975	669	306	1,300	24%
Utilities	-	108	108	306	975	669	306	1,300	24%
Contracted Services: Information Technology	-	-	-	9,158	-	(9,158)	9,158	-	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	167	-	(167)	167	-	-
Contracted Services: Laundry - Uniform	-	583	583	-	5,250	5,250	-	7,000	-
Contracted Services: Cell Phone & Data	-	-	-	51	-	(51)	51	-	-
Contracted Services: Inspections	1,873	-	(1,873)	3,151	-	(3,151)	3,151	-	-
Contracted Services: IT Services	-	2,500	2,500	-	22,500	22,500	-	30,000	-
Contracted Services: Software & Licenses	2,290	-	(2,290)	9,158	-	(9,158)	9,158	-	-
69000: Contracted Services	4,162	3,083	(1,079)	21,685	27,750	6,065	21,685	37,000	59%
Advertising & Marketing: Advertising	-	-	-	-	200	200	-	200	-
70000: Advertising & Marketing	-	-	-	-	200	200	-	200	-
Other G&A: Information Technology	-	-	-	2,290	-	(2,290)	2,290	-	-
Other G&A: Bank and Merchant Processing Fees	-	-	-	90	-	(90)	90	-	-
Other G&A: Licenses, Fees & Permits	76	88	12	785	788	3	785	1,050	75%
Other G&A: Cell Phone & Data	51	-	(51)	102	-	(102)	102	-	-
Other G&A: Dues and Subscriptions	-	-	-	205	250	45	205	250	82%
Other G&A: Credit Card Merchant Fees	12,796	7,000	(5,796)	61,939	54,000	(7,939)	61,939	75,000	83%
Other G&A: Cash Over/Short	(364)	-	364	893	-	(893)	893	-	-
72000: Other G&A	12,560	7,088	(5,472)	66,302	55,038	(11,264)	66,302	76,300	87%
Total Non Labor Costs	17,390	12,529	(4,861)	102,644	107,812	5,169	102,644	147,400	70%
Total Operating Expenses	50,537	54,448	3,911	256,336	327,727	71,391	256,336	419,581	61%



Cross Insurance Arena
Operating Expenses by Department
 D: Overhead & Other Support Services
 For The Period Ended: March FY26

USD

	Period to Date			Year to Date			Full Year Total		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Other Payroll Costs: Payroll Processing Fees	-	-	-	3,984	-	(3,984)	3,984	-	-
Total Labor Costs	-	-	-	3,984	-	(3,984)	3,984	-	-
Consultants and Professional Services: Legal Services	-	-	-	-	-	-	-	500	-
62000: Consultants and Professional Services	-	-	-	-	-	-	-	500	-
Employee T&E: Vehicle Parking Expense	-	2,883	2,883	-	25,950	25,950	-	34,600	-
61000: Employee T&E	-	2,883	2,883	-	25,950	25,950	-	34,600	-
Insurance: Workers Comp	5,218	-	(5,218)	36,527	-	(36,527)	36,527	-	-
Insurance: Insurance and Bonding	9,066	13,500	4,434	91,295	121,503	30,208	91,295	162,004	56%
63000: Insurance	14,284	13,500	(784)	127,821	121,503	(6,318)	127,821	162,004	79%
Supplies: Vehicle Fuel	-	-	-	138	-	(138)	138	-	-
Supplies: Office Supplies	-	-	-	258	-	(258)	258	-	-
64000: Supplies	-	-	-	396	-	(396)	396	-	-
General R&M : General Repairs & Maintenance	-	63	63	-	563	563	-	750	-
General R&M: Leased Equipment & Vehicles	-	875	875	-	7,875	7,875	-	10,500	-
65001: General R&M	-	938	938	-	8,438	8,438	-	11,250	-
Repairs & Maintenance	-	938	938	-	8,438	8,438	-	11,250	-
General Utilities: Water Treatment	527	-	(527)	527	-	(527)	527	-	-
General Utilities: General Utilities	-	-	-	577	-	(577)	577	-	-
General Utilities: Telephone	3,915	-	(3,915)	25,736	-	(25,736)	25,736	-	-
General Utilities: Internet & WIFI	-	4,008	4,008	10,685	36,075	25,390	10,685	48,100	22%
General Utilities: Electricity	33,305	29,167	(4,138)	324,210	262,500	(61,710)	324,210	350,000	93%
General Utilities: Water	-	583	583	13,623	5,250	(8,373)	13,623	7,000	195%
General Utilities: Sewer	-	2,083	2,083	605	18,750	18,145	605	25,000	2%
General Utilities: Natural Gas	15,691	20,000	4,309	98,911	130,000	31,089	98,911	150,000	66%
General Utilities: Water Services	3,112	-	(3,112)	9,341	-	(9,341)	9,341	-	-
66001: General Utilities	56,551	55,842	(709)	484,216	452,575	(31,642)	484,216	580,100	83%
Utilities	56,551	55,842	(709)	484,216	452,575	(31,642)	484,216	580,100	83%
Office Expenses: Postage & Freight	-	-	-	140	-	(140)	140	-	-
Office Expenses: Postage	207	167	(40)	1,632	2,000	368	1,632	2,500	65%
Office Expenses: Office Supplies	976	625	(351)	4,015	5,625	1,610	4,015	7,500	54%
Office Expenses: Water	106	-	(106)	342	-	(342)	342	-	-
Office Expenses: Office Equipment Purchases	1,062	-	(1,062)	1,062	-	(1,062)	1,062	-	-
Office Expenses: Office Refreshments	-	-	-	53	-	(53)	53	-	-
67000: Office Expenses	2,351	792	(1,559)	7,243	7,625	382	7,243	10,000	72%
Contracted Services: Internet & WIFI	416	-	(416)	4,391	-	(4,391)	4,391	-	-
Contracted Services: IT Services	-	-	-	7,878	-	(7,878)	7,878	-	-
Contracted Services: Water Services	-	-	-	527	-	(527)	527	-	-
Contracted Services: Parking	3,706	-	(3,706)	20,668	-	(20,668)	20,668	-	-
Contracted Services: Software & Licenses	520	-	(520)	1,040	-	(1,040)	1,040	-	-
Contracted Services: Management Fee (Base)	10,752	10,752	0	96,772	96,772	0	96,772	129,029	75%
Contracted Services: Website fees	-	-	-	650	-	(650)	650	-	-
69000: Contracted Services	15,394	10,752	(4,642)	131,926	96,772	(35,154)	131,926	129,029	102%
Other G&A: Information Technology	-	-	-	656	-	(656)	656	-	-
Other G&A: Licenses, Fees & Permits	479	625	146	5,579	5,625	46	5,579	7,500	74%
Other G&A: Internet & WIFI	-	-	-	95	-	(95)	95	-	-
Other G&A: Parking	-	-	-	8,874	-	(8,874)	8,874	-	-
72000: Other G&A	479	625	146	15,204	5,625	(9,579)	15,204	7,500	203%
Total Non Labor Costs	89,060	85,332	(3,728)	766,806	718,487	(48,319)	766,806	934,983	82%
Total Operating Expenses	89,060	85,332	(3,728)	770,790	718,487	(52,302)	770,790	934,983	82%



**Cross Insurance Arena
Operating Expenses by Department**

D: Partnerships

For The Period Ended: March FY26

USD

	Period to Date			Year to Date			Full Year Total		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Supplies: Promotional Supplies	-	-	-	1,366	-	(1,366)	1,366	-	-
64000: Supplies	-	-	-	1,366	-	(1,366)	1,366	-	-
Advertising & Marketing: New Business Marketing	-	-	-	1,167	-	(1,167)	1,167	-	-
70000: Advertising & Marketing	-	-	-	1,167	-	(1,167)	1,167	-	-
Other G&A: Credit Card Merchant Fees	181	-	(181)	181	-	(181)	181	-	-
72000: Other G&A	181	-	(181)	181	-	(181)	181	-	-
Total Non Labor Costs	181	-	(181)	2,715	-	(2,715)	2,715	-	-
Total Operating Expenses	181	-	(181)	2,715	-	(2,715)	2,715	-	-



**Cross Insurance Arena
Operating Expenses by Department**

D: Sales

For The Period Ended: March FY26

USD

	Period to Date			Year to Date			Full Year Total		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	-	-	-	7,723	-	(7,723)	7,723	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	-	-	-	634	-	(634)	634	-	-
Employee Benefits: General Employee Benefits	-	-	-	1,252	-	(1,252)	1,252	-	-
Pension & 401K: Pension & 401K	-	-	-	581	-	(581)	581	-	-
Total Labor Costs	-	-	-	10,189	-	(10,189)	10,189	-	-
Total Operating Expenses	-	-	-	10,189	-	(10,189)	10,189	-	-



**Cross Insurance Arena
Operating Expenses by Department**

D: Ticketing & Box Office

For The Period Ended: March FY26

USD

	Period to Date			Year to Date			Full Year Total		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	9,560	10,147	588	93,159	91,326	(1,833)	93,159	121,768	77%
Salaries & Wages: Salaried Part-Time	5,044	-	(5,044)	22,829	-	(22,829)	22,829	-	-
Salaries & Wages: Hourly Part-Time	-	2,000	2,000	-	15,500	15,500	-	20,000	-
Salaries & Wages: Event Wages	(3,421)	-	3,421	(16,860)	-	16,860	(16,860)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	840	769	(72)	8,521	7,007	(1,514)	8,521	9,131	93%
Payroll Taxes: Salaried Part-Time	-	-	-	82	-	(82)	82	-	-
Payroll Taxes: Payroll Taxes (Part-Time)	567	300	(267)	2,677	2,700	23	2,677	3,600	74%
Payroll Taxes: Workers Comp	-	123	123	-	1,105	1,105	-	1,473	-
Employee Benefits: General Employee Benefits	5,061	4,322	(739)	33,780	38,909	5,128	33,780	51,875	65%
Pension & 401K: General Employee Benefits	-	-	-	(170)	-	170	(170)	-	-
Pension & 401K: Pension & 401K	1,042	534	(508)	2,864	4,803	1,939	2,864	6,404	45%
Total Labor Costs	18,693	18,194	(498)	146,883	161,350	14,467	146,883	214,251	69%
Employee T&E: Training, Conferences, Meetings	-	-	-	3,457	-	(3,457)	3,457	2,000	173%
61000: Employee T&E	-	-	-	3,457	-	(3,457)	3,457	2,000	173%
Supplies: Office Supplies	-	100	100	173	750	577	173	1,000	17%
64000: Supplies	-	100	100	173	750	577	173	1,000	17%
Office Expenses: Printing	-	42	42	-	375	375	-	500	-
Office Expenses: Telephone	-	54	54	-	488	488	-	650	-
67000: Office Expenses	-	96	96	-	863	863	-	1,150	-
Contracted Services: Armored Car	-	200	200	2,068	1,500	(568)	2,068	2,000	103%
69000: Contracted Services	-	200	200	2,068	1,500	(568)	2,068	2,000	103%
Other G&A: Armored Car	346	-	(346)	731	-	(731)	731	-	-
Other G&A: Credit Card Merchant Fees	223	-	(223)	(5)	300	305	(5)	500	-1%
Other G&A: Cash Over/Short	-	-	-	(53)	-	53	(53)	-	-
72000: Other G&A	569	-	(569)	673	300	(373)	673	500	135%
Total Non Labor Costs	569	396	(173)	6,371	3,413	(2,958)	6,371	6,650	96%
Total Operating Expenses	19,262	18,590	(671)	153,254	164,763	11,509	153,254	220,901	69%



**Cross Insurance Arena
Operating Expenses by Department**

D: Revenue & COS

For The Period Ended: March FY26

USD

	Period to Date			Year to Date			Full Year Total		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Insurance: Workers Comp	-	-	-	5,218	-	(5,218)	5,218	-	-
Insurance: Insurance and Bonding	1,093	-	(1,093)	1,093	-	(1,093)	1,093	-	-
63000: Insurance	1,093	-	(1,093)	6,311	-	(6,311)	6,311	-	-
Total Non Labor Costs	1,093	-	(1,093)	6,311	-	(6,311)	6,311	-	-
Total Operating Expenses	1,093	-	(1,093)	6,311	-	(6,311)	6,311	-	-



**Cross Insurance Arena
Operating Expenses by Department**

D: Operations

For The Period Ended: March FY26

USD

	Period to Date			Year to Date			Full Year Total		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	15,113	16,369	1,256	142,522	147,318	4,796	142,522	196,424	73%
Salaries & Wages: Salaried Part-Time	13,596	-	(13,596)	75,422	-	(75,422)	75,422	-	-
Salaries & Wages: Hourly Part-Time	-	12,500	12,500	-	112,500	112,500	-	150,000	-
Salaries & Wages: Event Wages	(9,318)	-	9,318	(48,450)	-	48,450	(48,450)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	1,321	976	(345)	11,565	9,673	(1,892)	11,565	12,473	93%
Payroll Taxes: Payroll Taxes (Part-Time)	1,530	1,898	368	7,644	17,080	9,436	7,644	22,766	34%
Payroll Taxes: Workers Comp	-	347	347	-	3,127	3,127	-	4,169	-
Employee Benefits: General Employee Benefits	7,851	6,696	(1,156)	50,317	60,257	9,940	50,317	80,343	63%
Pension & 401K: General Employee Benefits	-	-	-	(204)	-	204	(204)	-	-
Pension & 401K: Pension & 401K	2,065	855	(1,210)	6,054	7,699	1,645	6,054	10,265	59%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	8,858	-
Contra-Payroll: Payroll Recovery PT	-	(8,333)	(8,333)	-	(75,000)	(75,000)	-	(100,000)	-
Total Labor Costs	32,159	31,307	(852)	244,869	282,654	37,784	244,869	385,299	64%
Employee T&E: Training, Conferences, Meetings	1,429	-	(1,429)	2,979	-	(2,979)	2,979	500	596%
61000: Employee T&E	1,429	-	(1,429)	2,979	-	(2,979)	2,979	500	596%
Supplies: Cleaning & Cleaning Supplies	-	-	-	3,615	-	(3,615)	3,615	-	-
Supplies: Propane	146	-	(146)	763	-	(763)	763	-	-
Supplies: Uniforms	-	-	-	-	750	750	-	750	-
Supplies: Cleaning Supplies	-	-	-	677	-	(677)	677	-	-
Supplies: General Supplies	-	2,333	2,333	-	21,000	21,000	-	28,000	-
Supplies: Building Supplies	2,156	-	(2,156)	17,769	-	(17,769)	17,769	-	-
Supplies: Hockey Supplies	-	-	-	1,692	-	(1,692)	1,692	-	-
Supplies: Ice Supplies	-	-	-	2,174	-	(2,174)	2,174	-	-
Supplies: Janitorial Supplies	4,084	3,333	(751)	23,629	30,000	6,371	23,629	40,000	59%
64000: Supplies	6,386	5,667	(719)	50,318	51,750	1,432	50,318	68,750	73%
General R&M: Repairs & Maintenance	9,064	-	(9,064)	13,122	-	(13,122)	13,122	-	-
General R&M: Trash Removal	300	-	(300)	300	-	(300)	300	-	-
General R&M: Equipment Rental	-	-	-	-	3,000	3,000	-	5,000	-
General R&M: Equipment Maintenance	92	3,750	3,658	15,972	33,750	17,778	15,972	45,000	35%
General R&M: General Repairs & Maintenance	-	3,750	3,750	35,747	33,750	(1,997)	35,747	45,000	79%
General R&M: Contracted Maintenance	-	-	-	4,550	-	(4,550)	4,550	-	-
General R&M: Hockey Equipment	-	3,667	3,667	-	33,000	33,000	-	44,000	-
General R&M: Plumbing repairs	-	-	-	1,371	-	(1,371)	1,371	-	-
General R&M: Elevator/Escalator Repair	-	-	-	11,812	-	(11,812)	11,812	-	-
General R&M: R&M Equipment Fund	-	-	-	1,334	-	(1,334)	1,334	-	-
65001: General R&M	9,456	11,167	1,711	84,209	103,500	19,291	84,209	139,000	61%
Repairs & Maintenance	9,456	11,167	1,711	84,209	103,500	19,291	84,209	139,000	61%
General Utilities: Propane	-	-	-	79	-	(79)	79	-	-
General Utilities: Cell Phone & Data	-	-	-	306	-	(306)	306	-	-
66001: General Utilities	-	-	-	385	-	(385)	385	-	-
Utilities	-	-	-	385	-	(385)	385	-	-
Office Expenses: Telephone	-	54	54	-	488	488	-	650	-
67000: Office Expenses	-	54	54	-	488	488	-	650	-
Contracted Services: Cleaning & Cleaning Supplies	-	-	-	785	-	(785)	785	-	-
Contracted Services: Repairs & Maintenance	-	-	-	26,371	-	(26,371)	26,371	-	-
Contracted Services: Trash Removal	-	2,000	2,000	18,207	18,000	(207)	18,207	24,000	76%
Contracted Services: Cell Phone & Data	-	-	-	51	-	(51)	51	-	-
Contracted Services: Elevator/Escalator Repair	1,334	1,375	41	1,334	12,375	11,041	1,334	16,500	8%
Contracted Services: Alarm & CCTV	-	-	-	971	-	(971)	971	-	-
Contracted Services: Pest Control	274	300	26	2,434	2,700	266	2,434	3,600	68%
Contracted Services: Inspections	-	458	458	13,426	4,125	(9,301)	13,426	5,500	244%
Contracted Services: Snow Removal	-	-	-	600	250	(350)	600	250	240%
Contracted Services: Window/Facade Cleaning	-	-	-	655	-	(655)	655	-	-
Contracted Services: Sprinkler/Fire Pump Maintenance & Inspection	3,957	-	(3,957)	4,307	-	(4,307)	4,307	-	-
69000: Contracted Services	5,565	4,133	(1,432)	69,140	37,450	(31,690)	69,140	49,850	139%
Other G&A: Licenses, Fees & Permits	-	-	-	600	-	(600)	600	-	-
Other G&A: Cell Phone & Data	51	-	(51)	102	-	(102)	102	-	-
Other G&A: Building Supplies	-	-	-	95	-	(95)	95	-	-
Other G&A: Inspections	-	-	-	645	-	(645)	645	-	-
Other G&A: Dues and Subscriptions	-	21	21	350	187	(163)	350	250	140%
72000: Other G&A	51	21	(30)	1,792	187	(1,604)	1,792	250	717%
Total Non Labor Costs	22,887	21,042	(1,845)	208,823	193,375	(15,448)	208,823	259,000	81%
Total Operating Expenses	55,046	52,349	(2,697)	453,693	476,029	22,336	453,693	644,299	70%



**Cross Insurance Arena
Operating Expenses by Department**

D: Executive Management

For The Period Ended: March FY26

USD

	Period to Date			Year to Date			Full Year Total		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	9,993	10,826	833	97,418	97,435	17	97,418	129,913	75%
Salaries & Wages: Salaried Part-Time	1,058	-	(1,058)	7,685	-	(7,685)	7,685	-	-
Salaries & Wages: Hourly Part-Time	-	2,000	2,000	-	17,000	17,000	-	23,000	-
Bonuses & Commissions: Accrued Bonus	-	1,083	1,083	-	9,743	9,743	-	12,991	-
Payroll Taxes: Payroll Taxes (Full-Time)	911	622	(289)	8,938	6,235	(2,703)	8,938	8,101	110%
Payroll Taxes: Payroll Taxes (Part-Time)	-	-	-	(45)	-	45	(45)	-	-
Payroll Taxes: Workers Comp	-	339	339	-	3,052	3,052	-	4,069	-
Employee Benefits: General Employee Benefits	1,377	1,544	167	11,803	13,889	2,086	11,803	18,521	64%
Pension & 401K: General Employee Benefits	-	-	-	(103)	-	103	(103)	-	-
Pension & 401K: Pension & 401K	464	746	282	608	6,712	6,104	608	8,949	7%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	12,987	-
Total Labor Costs	13,803	17,160	3,357	126,303	154,066	27,762	126,303	218,532	58%
Employee T&E: Decorations	-	-	-	165	-	(165)	165	-	-
Employee T&E: Entertainment	335	-	(335)	1,033	-	(1,033)	1,033	-	-
Employee T&E: Meals and Entertainment	-	415	415	-	3,749	3,749	-	5,000	-
Employee T&E: Training, Conferences, Meetings	-	-	-	-	2,000	2,000	-	2,000	-
Employee T&E: Gifts	-	-	-	-	250	250	-	250	-
Employee T&E: Customer Relations	100	-	(100)	100	-	(100)	100	-	-
61000: Employee T&E	435	415	(20)	1,298	5,999	4,701	1,298	7,250	18%
Office Expenses: Telephone	-	50	50	-	475	475	-	650	-
67000: Office Expenses	-	50	50	-	475	475	-	650	-
Other G&A: Customer Relations	106	-	(106)	106	-	(106)	106	-	-
Other G&A: Dues and Subscriptions	-	150	150	2,460	1,350	(1,110)	2,460	1,800	137%
72000: Other G&A	106	150	44	2,566	1,350	(1,216)	2,566	1,800	143%
Total Non Labor Costs	541	615	74	3,864	7,824	3,960	3,864	9,700	40%
Total Operating Expenses	14,344	17,775	3,431	130,167	161,890	31,722	130,167	228,232	57%



**Cross Insurance Arena
Operating Expenses by Department**

D: Finance & Accounting
For The Period Ended: March FY26
USD

	Period to Date			Year to Date			Full Year Total		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	9,862	10,684	822	96,141	96,158	17	96,141	128,211	75%
Other Payroll Costs: Payroll Service Fees	-	-	-	4,758	-	(4,758)	4,758	-	-
Other Payroll Costs: Payroll Processing Fees	418	-	(418)	24,271	-	(24,271)	24,271	-	-
Bonuses & Commissions: Accrued Bonus	-	1,068	1,068	-	9,616	9,616	-	12,821	-
Payroll Taxes: Payroll Taxes (Full-Time)	807	420	(386)	8,203	4,420	(3,783)	8,203	5,681	144%
Payroll Taxes: Workers Comp	-	335	335	-	3,012	3,012	-	4,016	-
Employee Benefits: General Employee Benefits	6	1,642	1,636	115	5,178	5,063	115	10,104	1%
Pension & 401K: General Employee Benefits	-	-	-	(444)	-	444	(444)	-	-
Pension & 401K: Pension & 401K	1,874	588	(1,286)	5,795	5,290	(505)	5,795	7,053	82%
Total Labor Costs	12,968	14,737	1,770	138,839	123,673	(15,166)	138,839	167,885	83%
Consultants and Professional Services: Payroll Service Fees	-	5,838	5,838	-	52,538	52,538	-	70,050	-
62000: Consultants and Professional Services	-	5,838	5,838	-	52,538	52,538	-	70,050	-
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	500	-
Employee T&E: Training, Conferences, Meetings	-	-	-	376	-	(376)	376	2,800	13%
61000: Employee T&E	-	-	-	376	-	(376)	376	3,300	11%
Contracted Services: Information Technology	-	-	-	520	-	(520)	520	-	-
Contracted Services: Background Checks	-	63	63	208	563	355	208	750	28%
Contracted Services: IT Services	-	-	-	1,290	-	(1,290)	1,290	-	-
69000: Contracted Services	-	63	63	2,018	563	(1,455)	2,018	750	269%
Other G&A: Information Technology	-	-	-	328	-	(328)	328	-	-
Other G&A: Licenses, Fees & Permits	-	-	-	328	-	(328)	328	-	-
Other G&A: Software & Licenses	328	-	(328)	1,313	-	(1,313)	1,313	-	-
Other G&A: Dues and Subscriptions	535	-	(535)	567	-	(567)	567	-	-
Other G&A: Corporate Expense Allocations	-	-	-	328	-	(328)	328	-	-
72000: Other G&A	863	-	(863)	2,864	-	(2,864)	2,864	-	-
Total Non Labor Costs	863	5,900	5,037	5,257	53,100	47,843	5,257	74,100	7%
Total Operating Expenses	13,831	20,637	6,807	144,096	176,773	32,677	144,096	241,985	60%



**Cross Insurance Arena
Operating Expenses by Department**

D: Marketing & Communications

For The Period Ended: March FY26

USD

	Period to Date			Year to Date			Full Year Total		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Achieved
Salaries & Wages: Salaried Full-Time	7,074	11,279	4,205	69,368	101,511	32,143	69,368	135,347	51%
Salaries & Wages: Event Wages	-	-	-	(6,878)	-	6,878	(6,878)	-	-
Payroll Taxes: Payroll Taxes (Full-Time)	604	615	11	6,246	6,266	20	6,246	7,930	79%
Payroll Taxes: Workers Comp	-	321	321	-	2,890	2,890	-	3,854	-
Employee Benefits: General Employee Benefits	1,807	2,856	1,049	14,809	25,394	10,585	14,809	33,961	44%
Pension & 401K: General Employee Benefits	-	-	-	(176)	-	176	(176)	-	-
Pension & 401K: Pension & 401K	1,426	598	(828)	4,290	5,385	1,095	4,290	7,180	60%
Employee Incentives: Employee Incentives	-	-	-	-	-	-	-	7,874	-
Total Labor Costs	10,911	15,669	4,758	87,657	141,445	53,788	87,657	196,146	45%
Employee T&E: Tips & Misc. Travel	-	-	-	-	-	-	-	700	-
Employee T&E: Training, Conferences, Meetings	807	-	(807)	807	750	(57)	807	5,000	16%
Employee T&E: Customer Relations	-	-	-	-	400	400	-	650	-
61000: Employee T&E	807	-	(807)	807	1,150	343	807	6,350	13%
Supplies: Office Supplies	950	-	(950)	950	-	(950)	950	-	-
64000: Supplies	950	-	(950)	950	-	(950)	950	-	-
Office Expenses: Telephone	-	108	108	-	975	975	-	1,300	-
67000: Office Expenses	-	108	108	-	975	975	-	1,300	-
Contracted Services: Website Maintenance	-	-	-	1,300	-	(1,300)	1,300	-	-
Contracted Services: Software & Licenses	-	-	-	1,768	-	(1,768)	1,768	-	-
Contracted Services: Website fees	-	-	-	650	-	(650)	650	-	-
69000: Contracted Services	-	-	-	3,718	-	(3,718)	3,718	-	-
Advertising & Marketing: Advertising & Marketing	-	-	-	3,327	-	(3,327)	3,327	-	-
Advertising & Marketing: Photography	-	-	-	100	-	(100)	100	-	-
Advertising & Marketing: Advertising	-	517	517	796	4,650	3,854	796	6,200	13%
Advertising & Marketing: Website fees	650	650	0	2,600	5,850	3,250	2,600	7,800	33%
Advertising & Marketing: Marketing	104	-	(104)	104	-	(104)	104	-	-
Advertising & Marketing: Subscriptions	-	-	-	120	-	(120)	120	-	-
70000: Advertising & Marketing	754	1,167	413	7,046	10,500	3,454	7,046	14,000	50%
Other G&A: Printing	-	125	125	90	1,125	1,035	90	1,500	6%
Other G&A: Customer Relations	-	-	-	-	550	550	-	650	-
Other G&A: Software & Licenses	299	-	(299)	299	-	(299)	299	-	-
Other G&A: Subscriptions	-	-	-	100	-	(100)	100	-	-
Other G&A: Dues and Subscriptions	-	550	550	1,359	4,950	3,591	1,359	6,600	21%
72000: Other G&A	299	675	376	1,848	6,625	4,777	1,848	8,750	21%
Total Non Labor Costs	2,810	1,950	(860)	14,370	19,250	4,880	14,370	30,400	47%
Total Operating Expenses	13,720	17,619	3,899	102,027	160,695	58,668	102,027	226,546	45%

**CROSS INSURANCE ARENA
AR & AP AGING**

ACCOUNTS RECEIVABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED RECEIVABLES:</u>		
CURRENT	60,666.17	32.1%
OVER 30 DAYS	20,253.69	10.7%
OVER 60 DAYS	1,598.34	0.8%
OVER 90 DAYS*	6,303.37	3.3%
OVER 120 DAYS*	99,983.43	53.0%
TOTAL:	188,805.00	100.0%

<u>CUSTOMER</u>	<u>OVER 120DAYS</u>	<u>AMOUNT</u>	<u>COMMENT</u>
Aroma Joes - 2024-25		17,000.00	Sponsorship - Expect
Bath Savings 2024-25		20,000.00	Sponsorship - Expect to collect
Chik Fil A 2024-25		7,500.00	Sponsorship - Expect to collect
Definitive Brewery		12,676.50	Sponsorship +Production - Doubtful to collect
Floor Decor		7,806.89	Sponsorship - Doubtful to collect
Hannaford		10,000.00	Sponsorship - Expect to collect
Martins Point		7,500.00	Sponsorship - Expect to collect
Nappi Distributors		10,000.00	Sponsorship - Expect to collect
Rinck Advertising		7,500.00	Sponsorship - Doubtful to collect
		99,983.43	

ACCOUNTS PAYABLE

	<u>AMOUNT</u>	<u>%</u>
<u>AGED PAYABLES:</u>		
CURRENT	321,403	100.0%
OVER 60 DAYS	-	0.0%
OVER 90 DAYS	-	0.0%
OVER 120 DAYS	-	0.0%
TOTAL:	321,403	100.0%

Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 26-004

Agenda Date: 4/29/2026



EVENTS REPORT
FOR THE MONTH ENDED
NOVEMBER 2025

OAK VIEW GROUP

D. HIGGINS
K. HILSGEN
G. O'DELL
K. VASKE
R. WILSON

Submitted by: Mark Eddy, Director of Finance

**Cumberland County
Cross Insurance Arena
Income Statement by Event
Nov 2025**

Account	01-Mariners vs Adirondack	11-Mariners vs Reading	11-Mariners vs Worcester	Trivium	12-Lynch/McCreery	11-Books A Million	11-Mariners vs Norfolk	1-Disney on Ice	Total
	11.01.25 Amount	11.02.25 Amount	11.07.25 Amount	11.06.25 Amount	11.13.25 Amount	11.14.25 Amount	11.23.25 Amount	11.28-30.25 Amount	
Event Revenue									
Advertising & Marketing	\$0.00	\$0.00	\$0.00	\$0.00	\$6,919.37	\$499.67	\$0.00	\$0.00	\$7,419.04
Artist & Talent Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$124,034.10	\$0.00	\$0.00	\$0.00	\$124,034.10
Beer	\$11,726.00	\$9,426.00	\$19,027.00	\$11,947.00	\$22,381.00	\$0.00	\$19,666.50	\$11.00	\$94,184.50
Catering	\$2,768.00	\$3,345.00	\$5,966.00	\$0.00	\$5,493.00	\$483.20	\$5,661.00	\$3,639.75	\$27,355.95
Cleaning & Cleaning Supl	\$0.00	\$0.00	\$0.00	\$1,758.00	\$2,896.00	\$2,416.00	\$0.00	\$0.00	\$7,070.00
Contracted Security	\$0.00	\$0.00	\$0.00	\$7,180.00	\$4,598.00	\$0.00	\$0.00	\$0.00	\$11,778.00
Credit Card Merchant Fee	\$87.81	\$75.33	\$155.91	\$87.81	\$245.79	\$70.68	\$91.88	\$2,504.18	\$3,319.39
EMT	\$0.00	\$0.00	\$0.00	\$1,080.42	\$1,215.47	\$0.00	\$0.00	\$0.00	\$2,295.89
Equipment Rental	\$0.00	\$0.00	\$0.00	\$722.67	\$1,777.86	\$0.00	\$0.00	\$0.00	\$2,500.53
Event Changeover	\$0.00	\$0.00	\$0.00	\$2,422.00	\$2,380.00	\$1,313.00	\$0.00	\$0.00	\$6,115.00
Facility Fee	\$3,916.00	\$4,351.00	\$5,656.00	\$3,978.00	\$8,648.00	\$7,099.00	\$8,061.00	\$74,526.00	\$116,235.00
Food	\$14,381.50	\$17,709.20	\$23,122.50	\$3,088.50	\$9,474.00	\$13,170.50	\$27,699.50	\$62,231.00	\$170,876.70
Group Sales Commission	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,960.29	\$2,960.29
Information Technology	\$0.00	\$0.00	\$0.00	\$0.00	\$300.00	\$0.00	\$0.00	\$0.00	\$300.00
Liquor	\$5,612.00	\$3,524.00	\$7,711.00	\$5,298.00	\$20,121.00	\$0.00	\$5,648.00	\$11.00	\$47,925.00
Manifested Ticket Receipt	\$56,067.50	\$57,744.50	\$82,362.10	\$62,232.00	\$152,813.25	\$45,807.51	\$72,096.50	\$600,217.85	\$1,129,341.21
Merchandise	\$0.00	\$0.00	\$0.00	\$5,700.23	\$0.00	\$0.00	\$0.00	\$0.00	\$5,700.23
NA Beverage	\$6,667.00	\$7,737.50	\$9,853.50	\$2,982.00	\$7,202.00	\$7,591.50	\$11,951.00	\$42,956.00	\$96,940.50
Police	\$0.00	\$0.00	\$0.00	\$1,381.92	\$1,432.88	\$935.02	\$0.00	\$0.00	\$3,749.82
Production	\$870.00	\$45.00	\$0.00	\$277.24	\$2,230.90	\$7,290.00	\$560.00	\$1,183.00	\$12,456.14
Rental Income	\$5,800.00	\$5,800.00	\$5,800.00	\$0.00	\$0.00	\$7,500.00	\$5,800.00	\$66,921.72	\$97,621.72
Security	\$0.00	\$0.00	\$0.00	\$4,739.00	\$7,095.25	\$5,295.75	\$0.00	\$17,500.00	\$34,630.00
Service Charge	\$4,055.09	\$3,697.74	\$6,054.00	\$2,570.10	\$5,877.30	\$1,988.06	\$5,898.68	\$6,907.05	\$37,048.02
Stagehand	\$4,189.02	\$3,823.31	\$3,823.31	\$17,188.74	\$25,687.19	\$12,322.51	\$3,955.71	\$74,996.28	\$145,986.07
Suites	\$0.00	\$0.00	\$0.00	\$0.00	\$588.75	\$0.00	\$0.00	\$1,046.40	\$1,635.15
Ticket Sellers	\$0.00	\$0.00	\$0.00	\$704.00	\$630.75	\$0.00	\$0.00	\$6,575.00	\$7,909.75
Ticketing Fees	\$1,028.74	\$821.83	\$1,489.01	\$14,017.64	\$19,269.04	\$0.00	\$2,767.12	\$886.00	\$40,279.38
Trash Removal	\$0.00	\$0.00	\$0.00	\$259.92	\$0.00	\$0.00	\$0.00	\$0.00	\$259.92
VIP Lift	\$0.00	\$0.00	\$0.00	\$2,683.15	\$4,776.33	\$0.00	\$0.00	\$0.00	\$7,459.48
Wine	\$121.00	\$77.00	\$198.00	\$110.00	\$759.00	\$0.00	\$374.00	\$0.00	\$1,639.00
Total Event Revenue	\$117,289.66	\$118,177.41	\$171,218.33	\$152,408.34	\$438,846.23	\$113,782.40	\$170,230.89	\$965,072.52	\$2,247,025.78
Event Cost of Sales									
Advertising & Marketing	\$0.00	\$0.00	\$0.00	\$100.00	\$8,525.02	\$594.37	\$0.00	\$110.75	\$9,330.14
Artist & Talent Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$124,034.10	\$0.00	\$0.00	\$0.00	\$124,034.10
Audio Visual	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,290.00	\$0.00	\$0.00	\$7,290.00
Beer	\$2,281.37	\$1,844.70	\$3,619.25	\$2,360.80	\$4,422.25	\$0.00	\$3,791.05	\$2.18	\$18,321.40
Catering	\$2,768.00	\$3,345.00	\$5,966.00	\$92.62	\$5,583.78	\$515.58	\$5,661.00	\$8,838.59	\$32,770.67
Cleaning & Cleaning Supl	\$0.00	\$0.00	\$0.00	\$0.00	\$2,240.00	\$2,080.00	\$2,820.03	\$12,206.10	\$19,346.13
Contracted Security	\$0.00	\$1,944.80	\$1,944.80	\$7,180.80	\$4,898.75	\$1,640.00	\$0.00	\$0.00	\$17,609.15
Credit Card Merchant Fee	\$77.81	\$66.75	\$138.15	\$77.81	\$217.79	\$58.15	\$81.41	\$2,218.89	\$2,936.76
EMT	\$495.22	\$495.22	\$540.00	\$1,100.00	\$1,145.90	\$495.22	\$540.00	\$2,400.00	\$7,211.56
Equipment Rental	\$0.00	\$0.00	\$0.00	\$722.67	\$1,568.26	\$0.00	\$0.00	\$0.00	\$2,290.93
Event Changeover	\$0.00	\$0.00	\$0.00	\$781.20	\$0.00	\$0.00	\$390.60	\$781.20	\$1,953.00
Facility Fee	\$0.00	\$0.00	\$0.00	\$2,682.00	\$4,294.50	\$0.00	\$0.00	\$36,802.00	\$43,778.50
FoH Labor	\$9,399.87	\$8,841.44	\$11,505.14	\$6,613.90	\$12,116.96	\$5,651.85	\$12,282.84	\$22,761.82	\$89,173.82
Food	\$4,193.01	\$4,967.30	\$6,306.19	\$939.40	\$2,784.27	\$3,794.94	\$7,659.97	\$18,288.61	\$48,933.69
Food & Beverage	\$5,915.10	\$5,630.32	\$9,914.36	\$6,719.94	\$13,456.56	\$0.00	\$11,034.98	\$0.00	\$52,671.26
Group Sales Commission	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,605.11	\$1,605.11
Housekeeping/Cleaning	\$2,048.00	\$2,112.00	\$2,820.03	\$1,728.00	\$0.00	\$0.00	\$0.00	\$0.00	\$8,708.03
Liquor	\$931.76	\$585.09	\$1,280.26	\$879.63	\$3,340.89	\$0.00	\$937.74	\$1.82	\$7,956.99
Merchandise	\$0.00	\$0.00	\$0.00	\$3,800.15	\$2,810.68	\$0.00	\$0.00	\$0.00	\$6,610.83
NA Beverage	\$1,296.16	\$1,540.41	\$1,918.99	\$619.61	\$1,496.46	\$1,552.46	\$2,413.42	\$9,427.60	\$20,265.11
Operations	\$475.01	\$370.07	\$422.24	\$477.85	\$1,069.78	\$1,262.72	\$454.02	\$2,500.89	\$7,032.58
Parking Operations	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00
Police	\$1,036.18	\$1,006.58	\$1,036.18	\$1,243.42	\$1,302.62	\$473.68	\$1,006.58	\$3,226.95	\$10,332.19
Production	\$0.00	\$0.00	\$375.00	\$0.00	\$462.50	\$0.00	\$0.00	\$1,183.00	\$2,520.50
Promoter Profit/Loss	\$56,067.50	\$57,744.50	\$82,362.10	\$91,315.25	\$180,922.20	\$45,807.51	\$72,096.50	\$600,217.85	\$1,186,533.41
Propane	\$0.00	\$0.00	\$0.00	\$0.00	\$965.90	\$0.00	\$0.00	\$0.00	\$965.90
Runners	\$0.00	\$0.00	\$0.00	\$0.00	\$625.00	\$0.00	\$0.00	\$0.00	\$625.00
Sales Tax	\$2,798.85	\$2,759.46	\$4,216.26	\$1,743.22	\$4,439.78	\$1,509.96	\$4,658.37	\$7,793.26	\$29,919.16
Security	\$4,649.98	\$2,736.79	\$3,045.37	\$4,897.58	\$5,930.23	\$3,821.67	\$4,010.86	\$22,092.90	\$51,185.38
Stagehand	\$3,712.28	\$3,618.94	\$4,067.02	\$13,676.54	\$19,762.49	\$9,682.16	\$4,067.02	\$60,431.39	\$119,027.83
Ticket Sellers	\$142.41	\$277.83	\$269.33	\$359.95	\$420.89	\$317.76	\$278.77	\$1,837.15	\$3,904.09
Ticketing Fees	\$0.00	\$0.00	\$0.00	\$9,337.09	\$8,753.01	\$0.00	\$0.00	\$0.00	\$18,090.10
VIP Revenue	\$0.00	\$0.00	\$0.00	\$1,788.77	\$371.03	\$0.00	\$0.00	\$0.00	\$2,159.80
Wine	\$2.88	\$1.83	\$4.71	\$2.62	\$18.06	\$0.00	\$8.90	\$0.00	\$39.00
Total - 50010 - Event COS	\$98,291.39	\$99,889.03	\$141,751.38	\$161,240.62	\$417,979.46	\$86,558.02	\$134,694.06	\$817,228.06	\$1,957,632.02
Event Gross Profit	\$18,998.27	\$18,288.38	\$29,466.95	(\$8,832.28)	\$20,866.77	\$27,224.38	\$35,536.83	\$147,844.46	\$289,393.76



EVENTS REPORT
FOR THE MONTH ENDED
DECEMBER 2025

Submitted by: Mark Eddy, Director of Finance

**Cumberland County
Cross Insurance Arena
Income Statement by Event
Dec 2025**

Account	Disney on Ice 28-Nov Amount	Mariners 6-Dec Amount	UMaine Hockey 10-Dec Amount	Mariners 12-Dec Amount	Mariners 13-Dec Amount	Rock Orchestra 14-Dec Amount	12/OC 20-Dec Amount	UMaine Hockey 30-Dec Amount	Total Amount
Event Revenue									
Advertising & Marketing	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,895.37	\$3,785.00	\$0.00	\$5,680.37
Artist & Talent Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$11,760.00	\$0.00	\$0.00	\$11,760.00
Beer	\$0.00	\$21,117.00	\$38,423.00	\$18,717.00	\$20,764.00	\$6,541.50	\$21,698.12	\$3,252.00	\$130,512.62
Catering	\$0.00	\$3,828.00	\$903.50	\$10,830.00	\$5,769.00	\$0.00	\$575.19	\$57.00	\$21,962.69
Cleaning & Cleaning Suppl	\$0.00	\$0.00	\$3,463.60	\$0.00	\$0.00	\$0.00	\$0.00	\$1,386.00	\$4,849.60
Credit Card Merchant Fee:	\$0.00	\$130.07	\$1,575.26	\$97.25	\$143.07	\$209.94	\$0.00	\$220.09	\$2,375.68
EMT	\$0.00	\$0.00	\$2,036.58	\$0.00	\$0.00	\$0.00	\$0.00	\$2,036.59	\$4,073.17
Event Changeover	\$0.00	\$0.00	\$752.00	\$0.00	\$0.00	\$0.00	\$0.00	\$752.00	\$1,504.00
Facility Fee	\$0.00	\$6,272.00	\$16,448.00	\$4,586.00	\$6,009.00	\$11,780.00	\$8,904.00	\$2,299.00	\$56,298.00
Food	\$0.00	\$27,705.00	\$25,494.46	\$18,304.58	\$24,104.50	\$5,855.50	\$5,871.00	\$7,309.00	\$114,644.04
Group Sales Commission	\$0.00	\$0.00	\$4,305.20	\$0.00	\$0.00	\$828.85	\$0.00	\$255.30	\$5,389.35
Information Technology	\$0.00	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00
Liquor	\$0.00	\$6,976.00	\$9,694.00	\$5,916.00	\$7,307.00	\$4,624.00	\$24,089.25	\$801.00	\$59,407.25
Manifested Ticket Receipt:	\$0.00	\$91,874.50	\$157,845.00	\$67,636.50	\$84,810.50	\$144,231.15	\$75,230.55	\$9,804.00	\$631,432.20
NA Beverage	\$0.00	\$11,838.00	\$11,430.50	\$7,380.00	\$10,881.00	\$4,800.00	\$4,623.00	\$2,308.50	\$53,261.00
Operations	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$950.00	\$950.00
Police	\$0.00	\$0.00	\$906.74	\$0.00	\$0.00	\$0.00	\$0.00	\$906.74	\$1,813.48
Production	\$0.00	\$15.00	\$200.00	\$0.00	\$0.00	\$12,710.00	\$21,000.00	\$200.00	\$34,125.00
Rental Income	\$0.00	\$5,800.00	\$6,000.00	\$5,800.00	\$5,800.00	\$0.00	\$0.00	\$4,500.00	\$27,900.00
Security	\$0.00	\$0.00	\$4,812.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,196.00	\$7,008.00
Service Charge	\$0.00	\$6,569.02	\$9,463.76	\$5,566.72	\$6,226.25	\$2,538.66	\$6,080.18	\$1,229.11	\$37,673.70
Stagehand	\$0.00	\$3,955.71	\$5,527.68	\$3,955.71	\$5,700.30	\$14,628.08	\$0.00	\$5,605.50	\$39,372.98
Suites	\$0.00	\$0.00	\$6,633.25	\$0.00	\$0.00	\$0.00	\$1,452.20	\$0.00	\$8,085.45
Telecommunications	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00	\$250.00
Ticket Sellers	\$0.00	\$0.00	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$230.00	\$680.00
Ticketing Fees	\$0.00	\$1,378.21	\$14,016.59	\$913.59	\$1,783.81	\$10,556.51	\$9,723.83	\$1,099.28	\$39,471.82
VIP Lift	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,887.54	\$5,382.50	\$0.00	\$12,270.04
Wine	\$0.00	\$352.00	\$581.00	\$211.00	\$385.00	\$506.00	\$869.00	\$132.00	\$3,036.00
Total - 40010 - Event Reven	\$0.00	\$187,810.51	\$321,212.12	\$149,914.35	\$179,683.43	\$240,353.10	\$189,283.82	\$47,779.11	\$1,316,036.44
50010 - Event COS									
Advertising & Marketing	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,587.23	\$3,784.34	\$0.00	\$5,371.57
Beer	\$0.00	\$4,571.94	\$8,358.36	\$3,588.68	\$4,297.19	\$1,423.01	\$4,703.76	\$695.03	\$27,637.97
Catering	(\$3,639.75)	\$3,828.00	\$903.50	\$10,830.00	\$5,769.00	\$93.24	\$607.57	\$57.00	\$18,448.56
Cleaning & Cleaning Suppl	\$0.00	\$2,836.03	\$3,187.06	\$2,088.00	\$2,836.03	\$1,536.00	\$1,944.00	\$1,776.00	\$16,203.12
Credit Card Merchant Fees:	\$0.00	\$115.26	\$1,395.80	\$86.17	\$126.77	\$186.03	\$107.34	\$195.02	\$2,212.39
EMT	\$0.00	\$495.22	\$1,389.60	\$495.22	\$495.22	\$818.50	\$1,145.90	\$1,375.00	\$6,214.66
Equipment Rental	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$11,500.00	\$0.00	\$0.00	\$11,500.00
Event Changeover	\$0.00	\$488.25	\$0.00	\$0.00	\$0.00	\$683.55	\$0.00	\$683.55	\$1,855.35
FoH Labor	\$389.36	\$13,356.59	\$17,319.90	\$10,599.05	\$13,157.52	\$6,105.04	\$10,493.52	\$4,063.69	\$75,484.67
Food	\$0.00	\$14,674.24	\$13,724.92	\$8,328.38	\$12,875.72	\$3,059.38	\$3,263.96	\$3,523.04	\$59,449.64
Food & Beverage	\$0.00	\$11,605.67	\$0.00	\$7,525.73	\$10,669.71	\$12,482.13	\$0.00	\$0.00	\$42,283.24
Group Sales Commission	\$0.00	\$0.00	\$1,430.12	\$0.00	\$0.00	\$389.59	\$0.00	\$166.20	\$1,985.91
Liquor	\$0.00	\$1,311.27	\$1,822.17	\$1,112.02	\$1,373.49	\$869.17	\$4,472.34	\$150.56	\$11,111.02
NA Beverage	\$0.00	\$2,628.91	\$2,613.44	\$1,631.38	\$2,428.02	\$1,093.59	\$1,049.47	\$521.97	\$11,966.78
Operations	\$0.00	\$974.20	\$873.85	\$804.78	\$851.18	\$1,037.28	\$446.33	\$282.32	\$5,269.94
Photography	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00	\$0.00	\$0.00	\$400.00
Police	\$0.00	\$1,036.18	\$1,036.18	\$1,006.58	\$1,036.18	\$947.36	\$1,421.04	\$947.36	\$7,430.88
Production	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00	\$21,000.00	\$0.00	\$21,250.00
Promoter Profit/Loss	\$0.00	\$91,874.50	\$157,845.00	\$67,636.50	\$84,810.50	\$144,088.00	\$81,522.55	\$9,804.00	\$637,581.05
Sales Tax	\$0.00	\$4,898.15	\$6,274.33	\$3,308.85	\$4,527.37	\$1,623.00	\$4,200.07	\$942.63	\$25,774.40
Security	\$0.00	\$3,699.61	\$4,271.40	\$3,927.63	\$3,102.30	\$4,564.57	\$6,297.71	\$2,070.48	\$27,933.70
Stagehand	\$0.00	\$4,122.53	\$4,784.78	\$3,727.07	\$4,720.39	\$12,124.60	\$9,144.61	\$4,962.86	\$43,586.84
Ticket Sellers	\$0.00	\$291.91	\$424.41	\$350.99	\$379.82	\$151.36	\$430.18	\$213.85	\$2,242.52
Wine	\$0.00	\$31.10	\$51.34	\$18.64	\$34.02	\$44.71	\$76.79	\$11.66	\$268.26
Total - Cost Of Sales	(\$3,250.39)	\$162,839.56	\$227,706.16	\$127,065.67	\$153,490.43	\$207,057.34	\$156,111.48	\$32,442.22	\$1,063,462.47
Gross Profit	\$3,250.39	\$24,970.95	\$93,505.96	\$22,848.68	\$26,193.00	\$33,295.76	\$33,172.34	\$15,336.89	\$252,573.97



EVENTS REPORT
FOR THE MONTH ENDED
JANUARY 2026

Submitted by: **Mark Eddy, Director of Finance**

**Cumberland County
Cross Insurance Arena
Income Statement by Event
Jan 2026**

Account	vs Adirondack 2-Jan Amount	vs Adirondack 3-Jan Amount	vs Trois-Rivieres 4-Jan Amount	vs Ice Racing 10-Jan Amount	vs Worcester 16-Jan Amount	vs Worcester 17-Jan Amount	vs Trois-Rivieres 23-Jan Amount	vs Trois-Rivieres 24-Jan Amount	vs Trois-Rivieres 25-Jan Amount	vs Wheeling 28-Jan Amount	Total Amount
Ordinary Income/Expense											
Income											
Event Revenue											
Beer	\$11,641	\$20,277	\$12,104	\$6,095	\$21,429	\$24,763	\$17,666	\$23,238	\$9,525	\$7,987	\$154,723
Catering	\$3,736	\$4,545	\$7,076	\$159	\$4,754	\$6,115	\$4,353	\$4,343	\$6,258	\$5,034	\$46,373
Credit Card Merchar	\$142	\$180	\$134	\$0	\$113	\$136	\$89	\$150	\$68	\$48	\$1,060
Facility Fee	\$5,701	\$6,338	\$5,717	\$5,575	\$5,438	\$7,606	\$4,903	\$6,357	\$4,918	\$3,790	\$56,343
Food	\$22,401	\$25,122	\$22,583	\$10,561	\$23,521	\$31,607	\$20,581	\$26,391	\$17,367	\$11,314	\$211,446
Liquor	\$2,738	\$7,849	\$4,176	\$2,450	\$7,662	\$7,794	\$5,679	\$8,066	\$3,065	\$3,234	\$52,713
Manifested Ticket Re	\$79,515	\$89,468	\$86,534	\$34,293	\$82,523	\$108,177	\$74,558	\$91,087	\$75,666	\$50,381	\$772,198
Merchandise	\$0	\$0	\$0	\$946	\$0	\$0	\$0	\$0	\$0	\$0	\$946
NA Beverage	\$10,306	\$11,806	\$8,536	\$5,649	\$9,623	\$13,271	\$8,605	\$11,369	\$5,955	\$3,290	\$88,407
Other Revenue	\$0	\$0	\$0	\$1,167	\$0	\$0	\$0	\$0	\$0	\$0	\$1,167
Production	\$0	\$0	\$264	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$264
Rental Income	\$5,800	\$5,800	\$5,800	\$0	\$5,800	\$5,800	\$5,800	\$5,800	\$5,800	\$5,800	\$52,200
Service Charge	\$4,448	\$6,100	\$4,906	\$1,896	\$6,810	\$7,865	\$5,449	\$7,036	\$3,550	\$3,042	\$51,101
Stagehand	\$5,297	\$3,956	\$3,956	\$0	\$3,956	\$5,700	\$4,721	\$4,721	\$4,721	\$4,721	\$41,749
Ticketing Fees	\$2,355	\$2,433	\$1,917	\$5,002	\$1,475	\$2,720	\$1,080	\$1,761	\$1,078	\$473	\$20,295
Wine	\$138	\$464	\$297	\$183	\$403	\$406	\$396	\$363	\$308	\$110	\$3,068
Total Event Revenue	\$154,217	\$184,338	\$164,000	\$73,975	\$173,506	\$221,957	\$153,879	\$190,680	\$138,278	\$99,223	\$1,554,052
Event COS											
Advertising & Marke	\$0	\$0	\$0	\$13,606	\$0	\$0	\$0	\$0	\$0	\$0	\$13,606
Beer	\$1,502	\$2,601	\$1,572	\$799	\$2,785	\$3,188	\$2,252	\$2,978	\$1,103	\$1,024	\$19,803
Catering	\$3,736	\$4,545	\$7,076	\$159	\$4,754	\$6,115	\$4,353	\$4,343	\$6,258	\$5,034	\$46,373
Cleaning & Cleaning	\$2,544	\$2,836	\$2,836	\$2,320	\$2,836	\$3,187	\$2,384	\$2,836	\$2,128	\$1,904	\$25,811
Contracted Security	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$816	\$0	\$816
Credit Card Merchar	\$126	\$159	\$119	\$172	\$101	\$120	\$79	\$133	\$60	\$43	\$1,111
EMT	\$495	\$450	\$450	\$409	\$491	\$532	\$900	\$450	\$450	\$532	\$5,161
FoH Labor	\$9,629	\$12,411	\$11,758	\$5,811	\$13,138	\$15,558	\$11,724	\$12,710	\$8,784	\$6,899	\$108,422
Food	\$7,222	\$8,426	\$6,455	\$3,542	\$6,808	\$9,843	\$6,392	\$8,450	\$5,577	\$2,847	\$65,563
Food & Beverage	\$7,356	\$11,970	\$6,933	\$0	\$10,823	\$13,678	\$8,790	\$13,151	\$5,082	\$3,215	\$80,999
Group Sales Commi	\$0	\$0	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$156
Liquor	\$554	\$1,587	\$844	\$495	\$1,549	\$1,576	\$1,148	\$1,631	\$620	\$654	\$10,657
NA Beverage	\$2,013	\$2,284	\$1,637	\$1,153	\$1,913	\$2,665	\$1,699	\$2,281	\$1,189	\$645	\$17,477
Operations	\$524	\$269	\$348	\$1,745	\$463	\$275	\$161	\$489	\$405	\$553	\$5,233
Photography	\$0	\$0	\$0	\$50	\$0	\$0	\$0	\$0	\$0	\$0	\$50
Police	\$1,036	\$1,007	\$1,007	\$1,036	\$1,095	\$1,155	\$1,007	\$1,007	\$1,007	\$1,066	\$10,421
Production	\$0	\$0	\$0	\$17,500	\$0	\$0	\$0	\$0	\$0	\$0	\$17,500
Promoter Profit/Loss	\$79,515	\$89,468	\$86,534	\$0	\$82,523	\$108,177	\$74,558	\$91,087	\$75,666	\$50,381	\$737,905
Sales Tax	\$3,382	\$4,770	\$3,235	\$1,837	\$4,365	\$5,544	\$3,747	\$4,996	\$2,533	\$1,688	\$36,099
Security	\$3,102	\$3,584	\$3,369	\$3,495	\$4,506	\$4,128	\$3,549	\$3,949	\$2,978	\$3,511	\$36,172
Stagehand	\$4,572	\$3,353	\$4,086	\$4,322	\$3,789	\$4,608	\$3,619	\$3,396	\$3,677	\$4,170	\$39,593
Supplies	\$0	\$0	\$0	\$500	\$0	\$0	\$0	\$0	\$0	\$0	\$500
Ticket Sellers	\$224	\$274	\$201	\$362	\$336	\$352	\$414	\$283	\$291	\$335	\$3,072
Wine	\$32	\$107	\$68	\$20	\$93	\$93	\$91	\$84	\$71	\$25	\$685
Total Event COS	\$127,565	\$150,099	\$138,527	\$59,489	\$142,368	\$180,794	\$126,868	\$154,254	\$118,693	\$84,526	\$1,283,183
Gross Profit	\$26,652	\$34,239	\$25,473	\$14,486	\$31,138	\$41,164	\$27,011	\$36,427	\$19,584	\$14,697	\$270,870



EVENTS REPORT
FOR THE MONTH ENDED
FEBRUARY 2026

OAK VIEW GROUP

R. CHMURA

J. Dixon
D. HIGGINS
K. HILSGEN
G. O'DELL
K. VASKE
R. WILSON

Submitted by: Mark Eddy, Director of Finance

**CUMBERLAND COUNTY
CROSS INSURANCE ARENA
Income Statement by Event
Feb 2026**

Account	Mariners vs Orlando 6-Feb Amount	ers vs Orlando 7-Feb Amount	11-Globetrotters 12-Feb Amount	11-Jeff Dunham 13-Feb Amount	Bruins Alumni & BB Regionals 14-Feb Amount	s Northeastern 21-Feb Amount	MPA BB Champ 27-Feb Amount	28-Feb Amount	Total Amount
Ordinary Income/Expense									
Income									
40010 - Event Revenue									
Advertising & Marketing	\$0.00	\$0.00	\$0.00	\$19,207.82	\$0.00	\$0.00	\$0.00	\$0.00	\$19,207.82
Beer	\$19,759.00	\$26,601.00	\$4,239.00	\$15,998.00	\$9,807.00	\$0.00	\$40,443.00	\$0.00	\$116,847.00
Catering	\$6,078.24	\$7,287.00	\$0.00	\$1,709.00	\$0.00	\$0.00	\$846.04	\$1,951.20	\$17,871.48
Cleaning & Cleaning Supplies	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,178.00	\$3,463.60	\$2,330.50	\$7,972.10
Credit Card Merchant Fees	\$92.00	\$71.85	\$576.58	\$481.70	\$0.00	\$370.43	\$1,049.08	\$573.78	\$3,215.42
EMT	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$491.10	\$2,036.58	\$491.10	\$3,018.78
Equipment Rental	\$0.00	\$0.00	\$0.00	\$890.32	\$0.00	\$0.00	\$0.00	\$0.00	\$890.32
Event Changeover	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,288.25	\$1,952.00	\$1,288.25	\$4,528.50
Facility Fee	\$4,482.00	\$6,318.00	\$6,188.00	\$9,451.00	\$8,816.00	\$0.00	\$15,969.00	\$0.00	\$51,224.00
Food	\$23,902.74	\$31,383.03	\$14,640.00	\$14,390.50	\$13,014.00	\$13,028.00	\$27,150.03	\$20,182.00	\$157,690.30
Group Sales Commission	\$0.00	\$0.00	\$1,459.70	\$0.00	\$0.00	\$0.00	\$3,103.20	\$0.00	\$4,562.90
Information Technology	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00	\$0.00	\$250.00
Liquor	\$7,663.00	\$8,859.00	\$1,830.00	\$8,617.00	\$3,851.00	\$0.00	\$13,210.00	\$0.00	\$44,030.00
Manifested Ticket Receipts	\$81,137.50	\$108,893.50	\$98,914.75	\$249,624.00	\$62,770.00	\$12,840.00	\$159,497.00	\$19,806.00	\$793,482.75
Merchandise	\$0.00	\$0.00	\$2,113.11	\$4,163.26	\$575.00	\$0.00	\$0.00	\$0.00	\$6,851.37
NA Beverage	\$8,972.50	\$12,345.00	\$7,405.50	\$11,372.00	\$6,519.50	\$8,310.00	\$12,715.00	\$16,316.00	\$83,955.50
Police	\$0.00	\$0.00	\$0.00	\$1,302.82	\$0.00	\$1,563.14	\$1,172.36	\$1,563.14	\$5,601.26
Production	\$15.00	\$0.00	\$0.00	\$72.00	\$0.00	\$100.00	\$200.00	\$100.00	\$487.00
Rental Income	\$5,800.00	\$5,800.00	\$25,000.00	\$29,000.00	\$0.00	\$2,205.05	\$6,000.00	\$3,614.41	\$77,419.46
Security	\$0.00	\$0.00	\$0.00	\$6,562.50	\$0.00	\$4,695.75	\$4,812.00	\$5,313.88	\$21,384.13
Service Charge	\$6,843.06	\$7,997.41	\$2,505.26	\$4,420.37	\$3,319.96	\$881.71	\$10,634.05	\$1,882.67	\$38,484.49
Stagehand	\$4,721.10	\$4,721.10	\$0.00	\$13,037.40	\$0.00	\$4,815.78	\$6,887.32	\$6,197.55	\$40,380.25
Suites	\$0.00	\$0.00	\$0.00	\$0.00	\$1,099.00	\$0.00	\$9,498.50	\$0.00	\$10,597.50
Ticket Printing	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$211.96	\$0.00	\$336.42	\$548.38
Ticket Sellers	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$635.50	\$450.00	\$635.50	\$1,721.00
Ticketing Fees	\$1,997.13	\$1,669.98	\$8,384.22	\$9,284.82	\$8,314.51	\$0.00	\$16,473.48	\$0.00	\$46,124.14
VIP Lift	\$0.00	\$0.00	\$0.00	\$173.76	\$5,780.31	\$0.00	\$0.00	\$0.00	\$5,954.07
Wine	\$611.00	\$622.00	\$99.00	\$407.00	\$132.00	\$0.00	\$479.00	\$0.00	\$2,350.00
Total - 40010 - Event Revenue	\$172,074.27	\$222,568.87	\$173,355.12	\$400,165.07	\$123,998.28	\$53,614.67	\$338,291.24	\$82,582.40	\$1,566,649.92
Cost Of Sales									
50010 - Event COS									
Advertising	\$0.00	\$0.00	\$0.00	\$0.00	\$69.00	\$0.00	\$0.00	\$0.00	\$69.00
Advertising & Marketing	\$0.00	\$0.00	\$0.00	\$19,207.82	\$7,683.98	\$0.00	\$0.00	\$0.00	\$26,891.80
Beer	\$3,059.75	\$4,115.49	\$672.77	\$2,539.03	\$1,556.46	\$0.00	\$6,418.67	\$0.00	\$18,362.17
Catering	\$6,078.24	\$7,287.00	\$0.00	\$1,709.00	\$514.76	\$0.00	\$846.04	\$1,951.20	\$18,386.24
Charitable Donations	\$0.00	\$0.00	\$0.00	\$0.00	\$10,000.00	\$0.00	\$0.00	\$0.00	\$10,000.00
Cleaning & Cleaning Supplies	\$2,852.03	\$3,203.06	\$2,176.00	\$3,105.78	\$2,080.00	\$2,112.00	\$3,453.60	\$2,368.00	\$21,350.47
Credit Card Merchant Fees	\$81.52	\$63.67	\$598.05	\$426.83	\$203.28	\$328.33	\$929.57	\$508.41	\$3,139.66
EMT	\$450.18	\$450.18	\$409.25	\$900.35	\$450.18	\$491.10	\$2,036.58	\$491.10	\$5,678.92
Event Changeover	\$0.00	\$0.00	\$1,236.90	\$1,128.40	\$678.13	\$1,356.25	\$0.00	\$1,356.25	\$5,755.93
FoH Labor	\$13,504.53	\$16,582.90	\$7,692.15	\$9,852.95	\$7,917.37	\$5,019.53	\$20,253.03	\$6,657.78	\$87,480.24
Food	\$7,653.36	\$10,845.51	\$5,365.76	\$5,274.32	\$4,769.81	\$4,774.94	\$9,785.74	\$7,012.14	\$55,481.58
Food & Beverage	\$10,120.33	\$13,928.59	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$24,048.92
Furniture	\$0.00	\$0.00	\$0.00	\$890.32	\$0.00	\$0.00	\$0.00	\$0.00	\$890.32
Group Sales Commission	\$0.00	\$0.00	\$950.26	\$0.00	\$161.12	\$0.00	\$2,020.18	\$0.00	\$3,131.56
Hotel Expense	\$0.00	\$0.00	\$0.00	\$0.00	\$1,272.41	\$0.00	\$0.00	\$0.00	\$1,272.41
Liquor	\$1,412.29	\$1,632.72	\$337.27	\$1,588.12	\$709.74	\$0.00	\$2,434.61	\$0.00	\$8,114.75
NA Beverage	\$1,823.70	\$2,492.93	\$1,530.79	\$2,350.71	\$1,347.65	\$1,717.76	\$2,605.07	\$3,253.62	\$17,122.23
Operations	\$644.67	\$365.51	\$1,650.03	\$581.64	\$528.75	\$636.16	\$505.69	\$629.12	\$5,541.57
Photography	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00	\$0.00	\$0.00	\$0.00	\$250.00
Police	\$1,006.58	\$1,036.18	\$473.68	\$1,125.00	\$947.36	\$1,243.42	\$1,006.58	\$1,421.04	\$8,259.84
Production	\$0.00	\$0.00	\$0.00	\$118.00	\$5,000.00	\$39.56	\$0.00	\$0.00	\$5,157.56
Promoter Profit/Loss	\$81,137.50	\$108,893.50	\$98,914.75	\$259,624.00	\$0.00	\$0.00	\$159,498.00	\$19,806.00	\$727,833.75
Sales Tax	\$4,241.26	\$5,682.44	\$2,089.89	\$3,761.81	\$2,468.41	\$1,580.59	\$6,921.04	\$2,583.11	\$29,328.55
Security	\$4,288.12	\$3,990.17	\$4,193.04	\$6,903.82	\$3,312.37	\$4,564.88	\$4,345.53	\$5,212.27	\$36,810.20
Stagehand	\$4,051.47	\$4,643.72	\$6,109.06	\$10,643.66	\$2,813.04	\$3,846.67	\$4,819.58	\$6,026.01	\$42,953.21
Ticket Sellers	\$342.02	\$223.08	\$321.34	\$336.17	\$277.65	\$503.05	\$385.34	\$398.80	\$2,787.45
Wine	\$284.38	\$289.50	\$46.08	\$189.43	\$61.44	\$0.00	\$222.95	\$0.00	\$1,093.78
Total - 50010 - Event COS	\$143,031.93	\$185,726.15	\$134,767.07	\$332,257.16	\$55,072.91	\$28,214.24	\$228,447.80	\$59,674.85	\$1,167,192.11
Gross Profit	\$29,042.34	\$36,842.72	\$38,588.05	\$67,907.91	\$68,925.37	\$25,400.43	\$109,843.44	\$22,907.55	\$399,457.81



EVENTS REPORT
FOR THE MONTH ENDED
MARCH 2026

Submitted by: **Mark Eddy, Director of Finance**

**Cumberland County
Cross Insurance Arena
Income Statement by Event
March 2026**

Account	vs Trois-Rivieres	IPA Hockey Regional Finals	Pool Hockey State Championships	vs Adirondack	vs Adirondack 11-Jim Gaffigan	ners vs Norfolk	ners vs Norfolk	vs Worcester	iers vs Reading	vs Greensboro	vs Greensboro	Total
	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount	Amount
Ordinary Income/Expense												
Income												
40010 - Event Revenue												
Advertising & Marketing	\$0.00	\$0.00	\$0.00	\$0.00	\$4,170.80	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,170.80
Balance Sheet	\$0.00	\$0.00	\$0.00	\$80.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$80.00
Beer	\$21,111.00	\$0.00	\$0.00	\$12,648.00	\$30.00	\$16,648.50	\$17,686.00	\$22,792.00	\$19,243.00	\$9,656.50	\$19,380.00	\$153,924.73
Catering	\$5,831.40	\$192.00	\$144.00	\$1,716.00	\$888.00	\$865.00	\$6,450.00	\$8,388.00	\$5,277.00	\$4,098.00	\$7,946.00	\$48,957.48
Cleaning & Cleaning Sv	\$0.00	\$2,450.00	\$2,510.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,960.00
Credit Card Merchant F	\$171.27	\$238.66	\$301.94	\$102.42	\$0.00	\$534.39	\$81.05	\$103.84	\$107.12	\$91.60	\$134.89	\$1,997.21
EMT	\$0.00	\$777.58	\$613.88	\$0.00	\$0.00	\$1,039.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,430.85
Equipment Rental	\$0.00	\$0.00	\$0.00	\$0.00	\$743.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$743.18
Event Changeover	\$0.00	\$964.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$964.00
Facility Fee	\$6,855.00	\$0.00	\$0.00	\$6,432.00	\$7,613.00	\$22,224.32	\$5,075.00	\$7,553.00	\$6,227.00	\$5,461.00	\$5,510.00	\$79,140.32
Food	\$29,395.50	\$8,864.00	\$13,747.50	\$15,798.00	\$24,670.00	\$8,508.50	\$22,330.00	\$30,430.00	\$27,238.50	\$18,649.50	\$25,113.00	\$251,937.50
Liquor	\$7,771.00	\$0.00	\$0.00	\$5,104.00	\$0.00	\$8,432.00	\$7,609.50	\$9,046.00	\$7,819.00	\$4,135.00	\$5,724.00	\$60,547.50
Manifested Ticket Rece	\$103,639.50	\$8,550.00	\$11,268.00	\$84,554.00	\$63,298.00	\$344,928.75	\$75,371.50	\$102,273.50	\$88,924.50	\$69,892.50	\$83,772.50	\$1,125,287.25
NA Beverage	\$12,840.00	\$5,605.00	\$8,416.00	\$7,931.00	\$13,415.00	\$6,442.00	\$8,203.12	\$12,389.50	\$10,673.50	\$7,584.50	\$9,612.50	\$114,077.12
Operations	\$0.00	\$0.00	\$796.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$796.00
Police	\$0.00	\$1,787.12	\$828.94	\$0.00	\$0.00	\$1,302.62	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,918.68
Production	\$96.00	\$0.00	\$0.00	\$0.00	\$0.00	\$325.00	\$0.00	\$0.00	\$45.00	\$30.00	\$0.00	\$496.00
Rental Income	\$5,800.00	\$1,875.00	\$1,875.00	\$5,800.00	\$5,800.00	\$30,000.00	\$5,800.00	\$6,842.00	\$10,054.00	\$9,324.00	\$9,897.00	\$103,413.00
Security	\$0.00	\$5,117.00	\$5,178.00	\$0.00	\$0.00	\$7,844.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,139.38
Service Charge	\$6,391.54	\$623.72	\$1,081.86	\$3,778.44	\$602.99	\$4,675.64	\$6,300.62	\$6,886.14	\$6,531.65	\$4,070.55	\$5,766.19	\$52,355.50
Stagehand	\$4,721.10	\$5,012.42	\$2,071.38	\$4,721.10	\$5,056.45	\$15,829.43	\$4,588.70	\$4,588.70	\$4,588.70	\$4,588.70	\$4,588.70	\$64,944.08
Ticket Printing	\$0.00	\$132.60	\$167.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$299.65
Ticket Sellers	\$0.00	\$454.00	\$507.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$961.00
Ticketing Fees	\$2,195.33	\$0.00	\$0.00	\$2,474.36	\$33.90	\$36,270.43	\$1,290.33	\$2,145.43	\$2,029.14	\$1,196.87	\$1,712.67	\$50,534.90
VIP Lift	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,087.51	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,087.51
Wine	\$231.00	\$0.00	\$0.00	\$275.00	\$0.00	\$1,567.00	\$634.00	\$374.00	\$301.00	\$264.00	\$536.00	\$4,545.00
Total Event Revenue	\$207,049.64	\$42,643.10	\$49,506.55	\$151,414.32	\$121,407.34	\$513,438.84	\$161,419.82	\$213,812.11	\$189,059.11	\$139,042.72	\$179,693.45	\$2,150,708.64
Event Cost of sales												
Advertising & Marketing	\$0.00	\$0.00	\$0.00	\$0.00	\$4,437.03	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,437.03
Beer	\$4,938.18	\$0.00	\$0.00	\$2,983.11	\$7.10	\$3,939.12	\$4,149.10	\$5,331.18	\$4,500.93	\$2,263.48	\$4,488.40	\$36,020.72
Catering	\$5,831.40	\$648.13	\$144.00	\$1,716.00	\$888.00	\$1,007.76	\$6,450.00	\$8,449.79	\$5,277.00	\$4,098.00	\$7,946.00	\$49,618.16
Cleaning & Cleaning Sv	\$3,187.06	\$2,400.00	\$2,464.00	\$2,368.00	\$3,453.60	\$3,453.60	\$2,432.00	\$3,171.06	\$2,836.03	\$2,352.00	\$2,836.03	\$33,789.41
Contracted Security	\$1,368.00	\$0.00	\$0.00	\$3,008.00	\$0.00	\$2,311.50	\$1,096.00	\$1,368.00	\$0.00	\$0.00	\$0.00	\$9,151.50
Credit Card Merchant F	\$151.76	\$211.47	\$267.54	\$90.76	\$0.00	\$473.51	\$71.82	\$92.02	\$94.92	\$81.17	\$119.53	\$1,769.72
EMT	\$450.18	\$818.50	\$613.88	\$450.18	\$450.18	\$736.65	\$450.18	\$450.18	\$450.18	\$450.18	\$409.25	\$6,179.72
Equipment Rental	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$610.40	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$610.40
Event Changeover	\$949.38	\$0.00	\$0.00	\$0.00	\$0.00	\$1,866.20	\$1,085.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,900.58
FoH Labor	\$12,882.07	\$2,703.65	\$5,060.32	\$8,305.79	\$6,182.08	\$10,020.23	\$14,473.80	\$13,573.85	\$12,713.77	\$8,654.29	\$12,142.58	\$117,784.15
Food	\$9,690.98	\$3,047.50	\$4,771.35	\$5,463.73	\$8,697.84	\$2,979.05	\$6,508.85	\$9,873.92	\$8,679.81	\$5,742.25	\$7,764.42	\$81,722.87
Food & Beverage	\$13,027.90	\$0.00	\$0.00	\$7,609.47	\$6,044.39	\$0.00	\$8,167.63	\$13,806.88	\$11,505.84	\$6,363.47	\$10,181.90	\$86,409.05
Furniture	\$0.00	\$0.00	\$0.00	\$0.00	\$264.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$264.11
Liquor	\$1,574.18	\$0.00	\$0.00	\$1,033.92	\$0.00	\$1,708.08	\$1,541.46	\$1,832.46	\$1,583.90	\$837.63	\$1,159.51	\$12,282.98
NA Beverage	\$2,910.48	\$1,301.21	\$1,953.79	\$1,784.08	\$3,114.31	\$1,495.52	\$1,840.96	\$2,824.01	\$2,412.40	\$1,721.75	\$2,165.39	\$26,024.87
Operations	\$318.09	\$648.71	\$576.25	\$447.72	\$373.71	\$609.46	\$621.57	\$355.08	\$235.35	\$382.82	\$560.99	\$5,417.06
Police	\$1,036.29	\$1,036.18	\$828.94	\$1,006.58	\$1,125.00	\$947.36	\$1,006.58	\$1,095.79	\$1,095.39	\$1,036.18	\$1,065.78	\$11,723.65
Production	\$375.00	\$500.00	\$1,187.50	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,062.50
Promoter Profit/Loss	\$103,639.50	\$10,425.01	\$9,393.00	\$84,554.00	\$63,298.00	\$379,508.40	\$75,371.50	\$102,273.50	\$88,924.50	\$69,892.50	\$83,772.50	\$88,814.50
Sales Tax	\$5,117.67	\$1,059.93	\$1,632.85	\$3,056.81	\$2,836.07	\$3,081.33	\$3,874.04	\$5,356.85	\$4,616.67	\$2,798.70	\$4,202.48	\$41,658.44
Security	\$3,474.43	\$4,495.37	\$5,163.96	\$3,394.46	\$2,558.81	\$5,171.26	\$3,630.27	\$3,483.56	\$4,184.45	\$4,023.57	\$3,975.79	\$47,550.02
Stagehand	\$4,276.74	\$3,415.30	\$2,512.02	\$3,950.85	\$4,606.45	\$13,518.93	\$3,943.33	\$4,391.42	\$3,943.33	\$4,391.42	\$3,943.33	\$56,836.45
Ticket Sellers	\$288.07	\$534.04	\$510.43	\$197.04	\$82.46	\$355.20	\$268.62	\$283.16	\$370.10	\$295.64	\$336.08	\$195.30
Wine	\$63.17	\$0.00	\$0.00	\$75.20	\$0.00	\$428.49	\$173.36	\$102.27	\$82.31	\$72.19	\$146.56	\$1,242.81
Total Event COS	\$175,017.53	\$33,245.00	\$37,079.83	\$131,495.70	\$103,718.00	\$438,923.19	\$137,156.07	\$178,084.98	\$153,506.88	\$115,457.24	\$147,216.52	\$1,800,039.25
Event Gross Profit	\$32,032.11	\$9,398.10	\$12,426.72	\$19,918.62	\$17,689.34	\$74,515.65	\$24,263.75	\$35,727.13	\$35,552.23	\$23,585.48	\$32,476.93	\$350,669.39

Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 26-005

Agenda Date: 4/29/2026

Agenda #:



Cross Insurance Arena - 2027 Budget Narrative

To the Board of Trustees

It is a privilege to present the Cross Insurance Arena's 2027 operating budget. Our team remains committed to representing Cumberland County at the highest level while maintaining a disciplined and strategic approach to financial performance. As we look ahead, our focus is centered on optimizing our event mix, strengthening calendar consistency and driving improved operating results in an increasingly competitive and dynamic marketplace.

Fiscal Year 2026 in Review

Over the past year, the Cross Insurance Arena hosted a diverse mix of events that contributed to strong revenue performance and effective calendar utilization. Our programming included a balanced combination of concerts, family shows, sporting events, trade shows and community-based events - reinforcing the arena's role as a regional hub for both entertainment and civic engagement.

We continued to see strength in key categories such as comedy, family entertainment and sports while expanding our footprint in conferences and trade shows. These events provide reliable utilization and generate incremental revenue outside of traditional touring activity. Additionally, we introduced new event concepts as part of our ongoing effort to evaluate and expand programming opportunities.

One of the more notable stretches of the fiscal year occurred over February 12–14, 2026, when the arena successfully hosted three consecutive high-impact events that demonstrated both programming diversity and operational execution at a high level. This included the 100th Anniversary Tour of the Harlem Globetrotters, the return of Jeff Dunham following a two-year break and a highly successful Boston Bruins Alumni Game. The alumni event not only generated strong attendance but also reinforced the arena's commitment to community engagement, raising \$10,000 in support of the Center for Grieving Children. The weekend was further elevated by a unique VIP pregame experience featuring 2011 Stanley Cup Champion Tim Thomas, providing fans with exclusive access and enhancing the overall event experience. Collectively, this three-day run highlighted the arena's ability to deliver premium entertainment, execute complex event turnovers and create meaningful community impact within a condensed timeframe.

2026 Event Highlights (to Date)

- August 9, 2025 - Mulaney and Friends comedy show; capacity crowd and a major summer highlight
- September 2025 (Hosted four conferences showcasing the facility's versatility with trade shows and current events: September 1 - Bernie Sanders political rally; September 6 -

Life Surge; September 16 - MaineHealth Conference (2nd consecutive year); September 14 - NFP leadership training event)

- September 20 - Return of the rodeo after a multi-year hiatus with our new event titled "Bulls 'n Broncos" (self-promoted)
- November 8, 2025 - Rock show (Trivium)
- November 13, 2025 - Country show (Scotty McCreery & Dustin Lynch)
- November 14, 2025 – First-ever author event with Books-A-Million featuring Dav Pilkey (sold out)
- December 10, 2025 - University of Maine Men's Ice Hockey vs. UMass Lowell
- December 14, 2025 - Rock Orchestra by Candlelight (first-time engagement)
- December 20, 2025 - Local band Holiday Concert (12-0C), self-promoted success

- December 30, 2025 - University of Maine Women's Ice Hockey vs. Brown University
- February 27, 2026 - University of Maine Men's Ice Hockey vs. Northeastern University
- Spring 2026 (Projected Fiscal Year Close-Out)
- April 19 - Barry Manilow (in process of rescheduling)
- May 20 - AEW Pro Wrestling (largest production sporting event to date; 2 marquee events in one night – "Collision" and "Dynamite" on HBO Max, TBS & TNT live)
- May 30 - Armored MMA event (emerging fan-favorite combat sport event)
- FY 25/26 Season Close - Annual successful run of high school and college graduations

2027 Budget Introduction

The 2027 budget reflects a continued focus on improving overall financial performance through disciplined forecasting and conservative assumptions. Based on current projections, the arena anticipates hosting approximately 100 events and generating nearly 300,000 guests in paid attendance.

The following confirmed and projected events highlight the strength of our current pipeline and support expectations for calendar consistency and revenue generation:

Chronology of Key Events – FY2027 (Projected)

- July 22, 2026 – The Princess Concert Tour, presented in partnership with new promoter Mega Events (UK), marking the launch of a new international relationship and family programming initiative
- July 24 & July 25, 2026 – Billy Strings (two shows, both sold out), major early anchor bookings. Local promoter Crossover Touring
- August 13, 2026 – Brandi Carlile (marquee concert booking) – 1st AEG major since 2022 (Siwa)
- August 20, 2026 – Return of Jurassic Quest after a two-year hiatus, strong family engagement event
- September 5, 2026 – Bulls n Broncos (self-promoted), returning for its second consecutive year
- October 1, 2026 – State Chamber of Commerce events and conferences, reinforcing corporate and civic utilization
- October 11, 2026 – The Black Keys (marquee rock concert)
- October 16, 2026 – Hot Wheels Monster Trucks Live, returning after a two-year hiatus

- October 31, 2026 – First Annual New England Motorsports Classic, new signature motorsports event

November - June (In Development)

- Pipeline of high-profile concerts and sporting events
- Continued corporate, conference, and civic bookings
- Strategic programming aimed at closing FY2027 at a high-performance level

Gross ticket revenue is projected at approximately \$8.6 million, supported by an average ticket price of \$28.81. Event-driven revenue, including rent, facility fees and related income streams, is expected to generate approximately \$796,000.

Event Operating Income is projected at \$2.39 million, reflecting a balanced event mix and continued focus on revenue optimization. Despite these gains, the arena is projected to operate at a net deficit of approximately (\$318,500), after accounting for indirect expenses of \$3.52 million, which continue to be impacted by labor, utilities, and vendor cost pressures.

As with prior years, projections remain conservative given the inherent variability in touring schedules, ticket demand, and overall market conditions.

Organizational and Staffing Strategy

As part of our continued focus on operational efficiency and long-term sustainability, we are implementing strategic adjustments to our staffing model.

The departure of the Assistant General Manager position presents an opportunity to realign leadership responsibilities. We are hiring a Director of Events role, which better aligns with our core business objectives and event-driven revenue model for this next fiscal year. This restructuring results in a budget savings of approximately \$13,500.

Additionally, with the retirement of our part-time Office Administrator, we are reallocating those resources toward reinstating a full-time Staff Accountant/Office Manager position. This role existed prior to the pandemic and is critical to supporting financial oversight, internal controls and administrative efficiency. This transition represents a reinvestment of approximately \$26,000 into a more impactful and scalable position.

2027 Projected Event Income

Event Operating Income is driven by a diversified mix of programming, including concerts, family shows, sporting events, trade shows and recurring tenant activity. This balanced approach allows us to mitigate risk while maximizing revenue opportunities across multiple event categories.

Our booking strategy continues to prioritize events with strong historical performance while maintaining flexibility to pursue new opportunities aligned with market demand. We remain actively engaged with promoters and partners to secure additional events that will enhance both revenue and calendar consistency.

2027 Projected Ancillary Revenue

Ancillary revenue remains a key component of overall financial performance and is projected to generate approximately \$1.35 million in 2027. This growth is supported by strong per capita spending with concession revenue averaging approximately \$12.07 per attendee (across all events) as well as continued enhancements in premium offerings and service delivery.

Over the past year, several initiatives have contributed to incremental revenue growth:

- An investment of approximately \$24,000 was made to develop two Grab-and-Go concession stands including artwork/signage, register stands and new equipment (such as pretzel warmers as add-on offerings to compliment beer purchases). These locations have improved service efficiency and generated more than \$200,000 in gross revenue alone
- Expanded partnerships with local non-profit (NFP) organizations operating within concession areas have strengthened community engagement while generating over \$192,000 over the past year
- The implementation of the Clynk recycling program has generated nearly \$5,000 in revenue while supporting sustainability efforts

Operational improvements, including point-of-sale efficiencies and expanded catering capabilities will continue to support incremental gains across concessions, suites, and premium seating areas.

2027 Other Income

Other income is projected at approximately \$810,000; revenue driven by sponsorships, naming rights, premium seating, and facility-related revenue streams. These categories provide consistent and predictable income that complements event-driven performance and contributes to overall financial stability.

2027 Projected Expenses

Projected indirect expenses total approximately \$3.52 million, reflecting continued cost pressures in labor, utilities and contracted services. Wage growth, inflationary impacts and operational demands remain key drivers of increased expenses.

In response, management continues to prioritize cost control, operational efficiency and strategic resource allocation while maintaining the quality standards expected of the facility.

Summary

As we enter the 2027 budget year, our focus remains on driving improved financial performance through a balanced event mix, consistent calendar utilization and strategic operational enhancements.

Investments in staffing structure, revenue-generating initiatives, and community partnerships position the Cross Insurance Arena to adapt to evolving market conditions while continuing to serve as a key economic and community asset for Cumberland County.

We remain confident in our ability to deliver strong operational results through disciplined planning, strategic booking and continued engagement with our partners and community.

Thank you for your time and consideration. I welcome your questions and look forward to working together to achieve our shared goals.

Respectfully yours,

Michael LoConte
General Manager

**CROSS INSURANCE ARENA
FISCAL YEAR 2027
OPERATING BUDGET**

	12 MONTHS		2026-27 BUDGET VS		2026-27 BUDGET VS	
	BUDGET	ACTUAL	2025-26 PROJECTED	BUDGET	2025-26 BUDGET	COMPARISON
	FY 2026-27 JULY - JUNE	FY 2025-26	FY 2027 VS FY 2026 FAV / (UNFAV)	FY 2025-26 JULY-JUNE	FY 2026 VS FY 2025 FAV / (UNFAV)	
# OF EVENTS	103	92	11	100	3	
TOTAL PAID	298,700	281,412	17,288	270,050	28,650	
AVERAGE TICKET PRICE	\$ 28.81	\$ 26.73	\$ 2.08	\$ 30.00	(1.19)	
TOTAL GENERAL ATTENDANCE	270,550	239,297	31,253	273,800	(3,250)	
CONCESSION PER CAPS	\$ 12.07	\$ 12.00	\$ 0.07	\$ 10.39	\$ 1.68	
CATERING PER CAPS	\$ -	\$ -	\$ -	\$ -	\$ -	
NOVELTY PER CAPS	\$ 0.78	\$ 0.37	\$ 0.41	\$ 0.91	(0.12)	
RENTAL INCOME						
GROSS TICKET REVENUE	\$ 8,606,390	\$ 7,523,247	\$ 1,083,143	\$ 8,101,400	\$ 504,990	
SPONSORSHIP REVENUE	\$ -	\$ -	\$ -	\$ -	\$ -	
OTHER REVENUE	\$ -	\$ -	\$ -	\$ -	\$ -	
NET REVENUE	\$ 8,606,390	\$ 7,523,247	\$ -	\$ 8,101,400	\$ -	
TENANT CHARGES	\$ 7,889,090	\$ 6,994,312	\$ 894,778	\$ 7,514,450	\$ 374,640	
NET RENT INCOME	\$ 717,300	\$ 528,935	\$ 188,365	\$ 586,950	\$ 130,350	
NET SERVICE INCOME/(LOSS)	(\$473,525)	(\$322,729)	(\$150,796)	(\$321,238)	(\$152,287)	
DIRECT EVENT INCOME	\$ 243,776	\$ 206,206	\$ 37,570	\$ 265,712	(21,937)	
SUITE REVENUE	\$ 10,150	\$ 18,273	(\$8,123)	\$ 12,650	(\$2,500)	
SURCHARGE/FACILITY FEE	\$ 478,675	\$ 455,104	\$ 23,571	\$ 482,745	(\$4,070)	
TICKET CONVENIENCE FEES	\$ 307,600	\$ 348,409	(40,809)	\$ 233,694	\$ 73,906	
TOTAL REVENUE	\$ 796,425	\$ 821,786	(25,361)	\$ 729,089	\$ 67,336	
ANCILLARY INCOME						
CONCESSION COMMISSIONS	\$ 1,330,965	\$ 1,139,537	\$ 191,428	\$ 1,168,822	\$ 162,143	
CATERING COMMISSIONS	\$ -	\$ -	\$ -	\$ -	\$ -	
NOVELTY INCOME	\$ 18,414	\$ 103,554	(85,140)	\$ 34,579	(16,164)	
TOTAL ANCILLARY INCOME	\$ 1,349,379	\$ 1,243,091	\$ 106,288	\$ 1,203,401	\$ 145,979	
EVENT OPERATING INCOME	\$ 2,389,580	\$ 2,271,083	\$ 118,497	\$ 2,198,202	\$ 191,378	
OTHER INCOME						
ADVERTISING SPONSORS	\$ 388,650	\$ 330,062	\$ 58,588	\$ 388,650	\$ -	
NAMING RIGHTS	\$ 188,125	\$ 188,125	\$ -	\$ 188,125	\$ -	
LUXURY SUITES/LOGES	\$ 129,156	\$ 128,711	\$ 445	\$ 129,156	\$ -	
CLUB SEATS	\$ 16,265	\$ 9,750	\$ 6,515	\$ 16,265	\$ -	
OTHER RENTALS/MISC INCOME	\$ 88,000	\$ 102,766	(14,766)	\$ 88,000	\$ -	
ORDER FEE/FULLFILLMENT	\$ -	\$ -	\$ -	\$ -	\$ -	
TOTAL OTHER INCOME	\$ 810,196	\$ 759,414	\$ 50,782	\$ 810,196	\$ -	
INDIRECT EXPENSES	\$ 3,518,276	\$ 3,129,403	\$ 388,874	\$ 3,312,658	\$ 205,618	
OTHER EXPENSES						
TOTAL OTHER EXPENSES						
NET OPERATING INCOME (DEFICIT)	(\$318,500)	(\$98,906)	(\$219,595)	(\$304,260)	(\$14,240)	

**CROSS INSURANCE ARENA
FISCAL YEAR 2027
EVENTS SPREAD**

<u>CODE</u>	<u>EVENTS</u>	<u>JUL</u>	<u>AUG</u>	<u>SEP</u>	<u>OCT</u>	<u>NOV</u>	<u>DEC</u>	<u>JAN</u>	<u>FEB</u>	<u>MAR</u>	<u>APR</u>	<u>MAY</u>	<u>JUN</u>	<u>TOTALS</u>
052	Banquets/Meetings													
041	Cirque													
001	College Basketball													
009	College Hockey						1		1					2
030	Comedy				1		1					1		3
060	Community													
065	Consumer Shows				2								4	6
018	Disney Shows						7							7
016	Globetrotters								1					1
050	Graduations											4	4	8
021	High School Sports								4	2				6
003	Hockey Post Season													
002	Hockey Regular Season				3	5	5	7	6	5	5			36
031	LN/WFC									1				1
007	Major Concerts	1									1		1	3
042	Minor Concerts	1	1			2	1							5
045	Misc Family		2		1		1	1				1		6
045	MMA (COMBAT SPORTS)													
032	MotorSports													
061	Other Conventions													
020	Other Sports							1					2	3
040	Paw Patrol/Trolls											3		3
062	PRO-WRESTLING													
053	Religious													
066	Theater Shows											3		3
043	Trade/Conventions	1		2		2		1		1				7
056	TOTALS	3	3	2	7	9	16	11	12	9	6	12	10	100

CROSS INSURANCE ARENA
 BOX OFFICE
 FISCAL YEAR 2027

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	FY 2026	FY 2027 BUDGET
SALARIES ADMINISTRATIVE	60101	SALARIES	Box Office Manager	65,169	66,524
			Ticket Revenue Manager	47,040	62,100
				121,774	128,624
PART TIME WAGES	60101	PT BOX OFFICE LABOR	Wages	40,000	28,000
				40,000	28,000
PAYROLL ALLOCATED TO EVENTS	60101		Labor and tax costs allocated to events	(20,000)	(20,000)
				(20,000)	(20,000)
PAYROLL TAXES	60300	EMPLOYER PAYROLL TAXES	SS	8,969	8,347
			MEDICARE	1,060	1,962
			ME Unemployment Tax	718	715
			FUTA	84	84
			Part-time	3,600	2,520
				10,609	14,150
				14,209	13,670
SUPPLIES	67000	SUPPLIES	New chairs, signage, printers	1,000	1,000
				1,000	1,000
MEETINGS/CONVENTIONS/TRAINING	61000	CONFERENCES & SEMINARS ATTENDED BY STAFF	INTX	1,500	6,300
			Local/web based trainings	500	500
				2,000	6,800
ARMORED CAR SERVICE	69000	ARMORED CAR SERVICES-LOOMIS	Pick-up of deposits & delivery of cash	2,000	2,850
				2,000	2,850
CREDIT CARD FEES	72000	CREDIT CARD PROCESSING FEES	Credit card fees not charged back to events	600	600
				600	600
TELEPHONE	69000	TELEPHONE SERVICE	Cell Phones	650	850
				650	650
PRINTING	70000	MISCELLANEOUS PRINTING COSTS	Phone Order Forms and envelopes	500	600
				500	600
EMPLOYEE BENEFITS	64000	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical	5,063	6,227
			Dental	597	1,269
			Vision	165	291
			Life	101	118
			AD&D	34	27
			LTD	180	216
			401k	6,410	6,764
			ESPP (Stock option)	1,347	1,347
60350			HMS	51,869	48,735
TOTAL BOX OFFICE EXPENSE				\$220,902	\$216,906

GROSS INSURANCE ARENA
 CORPORATE SALES & PREMIUM SERVICES
 FISCAL YEAR 2027

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	FY 2026	FY 2027 AMOUNT
SIGNAGE MAINTENANCE AND FULFILLMENT	70000	HALL OF FAME ROOM AND SIGNAGE MAINTENANCE		6,250	6,250
				6,250	6,250
CUSTOMER RELATIONS	70000	CLIENT & CUSTOMER RELATIONS Includes Trade Sponsorships	Travel and meetings	3,500	3,500
			Memorabilia/Installation Client Promotions	3,500	3,500
PRINTING	70000	MISCELLANEOUS PRINTING COSTS		250	250
				250	250
TOTAL CORP SALES/PREM SERV EXPENSE				10,000	10,000

CROSS INSURANCE ARENA
EVENT SERVICES
FISCAL YEAR 2027

GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	FY 2026	FY 2027 BUDGET
60101	SALARIES OF ADMINISTRATIVE STAFF	Director of Events (No AGM)	93,150	80,000
		Event Manager	56,925	58,917
		Production Manager	67,275	69,630
			217,350	208,547
60500	INCENTIVE	Director Annual Incentive Compensation	9,315	8,000
60101	Part-Time Event Labor - Not Charged to Events	Part-Time Event Labor - Charged to Events	840,000	768,000
60101		Part-Time Event Labor - Charged to Events	(842,000)	(800,000)
60101		PR Taxes Charged to events	(58,000)	(32,000)
			(60,000)	(32,000)
60300	EMPLOYER PAYROLL TAXES	SS	7,036	13,426
		Medicare	1,702	3,140
		ME Unemployment Tax	718	1,076
		FUTA	84	126
		Full-time	18,542	17,768
		Part-time	73,080	67,584
			91,622	85,352
64000	UNIFORMS PART-TIME STAFF	Uniforms (Event, Security & Parking Staff)	1,000	1,000
		Jackets		
		Laundry	1,000	1,000
61000	CONFERENCES ATTENDED BY STAFF	Crowd Management Training	2,000	2,000
			1,000	
		Meals w/promoters	150	150
			3,150	2,150
72000	DUES & SUBSCRIPTIONS	Venue Pro	8,000	8,000
		Auto CAD	1,200	1,350
			9,200	9,350
64000	EVENT SUPPLIES/SERVICES	Flashlights and other Supplies	1,700	2,100
		Metal Detectors Maintenance	1,700	2,100
		Radio Repair	1,700	2,100
		Video Board Maintenance	1,700	2,100
		Medical Room Oxygen and Supplies	1,700	2,100
			8,500	10,500
69000	EVENT SAFETY SYSTEMS	Surveillance, monitoring, access control, Fire suppression, etc. Camera & Metal detector maintenance	6,750	6,750
			6,750	6,750
64000	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical	22,398	78,514
		Dental	597	2,116
		Vision	165	513
		Life	182	188
		AD&D	34	44
		LTD	182	346
		401K	11,333	10,827
			87,910	83,415
			386,131	393,892

CROSS INSURANCE ARENA
EXECUTIVE
FISCAL YEAR 2027

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	FY 2026	FY 2027 AMOUNT
SALARIES ADMINISTRATIVE	60101	SALARIES OF ADMINISTRATIVE STAFF	GM	126,913	134,460
	60101	RETIRING	Admin Asst (PTE)	26,000	0
				152,913	134,460
GM INCENTIVE COMP	60500		Annual Incentive Compensation	25,983	26,892
PAYROLL TAXES	60300	EMPLOYER PAYROLL TAXES	SS	8,319	7,347
			Medicare	2,215	2,340
			ME Unemployment Tax	718	359
			FUTA	84	42
				12,169	10,087
TRAVEL & ENTERTAINMENT	61000	TRAVEL	Corporate support	3,000	3,000
			SVP Trips	0	0
		ENTERTAINMENT	Meals & Entertainment	2,000	2,000
			5,000	5,000	
CONVENTIONS/MEETINGS	61000	CONFERENCES & SEMINARS	Pollstar	0	0
			IEBA	2,000	2,000
			Global GM Conference	0	0
				2,000	2,000
DUES & SUBSCRIPTIONS	72000	SUBSCRIPTIONS DUES & MEMBERSHIPS	Adobe	0	300
			Chamber of Commerce	450	500
			Visit Portland	1,350	1,350
				1,800	2,150
CUSTOMER RELATIONS	70000	CUSTOMER RELATIONS	Gifts, Misc	250	250
TELEPHONE	69000		OFFICE PHONE, CELL PHONE	650	650
				900	900
EMPLOYEE BENEFITS	60400	HEALTH/LIFE/DENTAL/401K	Medical	17,537	17,185
			Dental	203	427
			Vision	125	120
			Life	720	140
			AD&D	22	28
			LTD	236	129
			401-K	8,945	8,068
			HMS	174	0
			ESPP (Stock Option)	1,772	0
				27,466	27,297
				60350	
TOTAL EXECUTIVE EXPENSE				\$ 228,231	\$ 208,787.00

CROSS INSURANCE ARENA
FOOD AND BEVERAGE
FISCAL YEAR 2027

ACCOUNT TITLE	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	FY 2026	FY 2027 BUDGET
SALARIES 60101	ALL FULL-TIME EMPLOYEES SALARIES BOTH HOURLY AND SALARIED	FOOD & BEVERAGE DIRECTOR FOOD & BEVERAGE MANAGER TOTAL	85,094 50,000 135,094	85,485 50,198 135,683
STAFF INCENTIVE	DIRECTOR INCENTIVE	Annual Incentive Compensation	8,509 8,509	8,548 8,548
PART-TIME WAGES 60101	ALL PART-TIME EMPLOYEES SALARIES	PT Wages and Tips - Concesssions TOTAL	422,970 422,970	250,325 250,325
TEMPORARY LABOR (Non-Profits) 50010	TEMP LABOR SERVICES NOT FOR PROFIT GROUPS	Contracted Labor/NFP'S TOTAL	240,000 240,000	135,000 135,000
ALLOCATION OF LABOR 60101	PART-TIME, TEMPORARY AND CONTRACT LABOR USED FOR SPECIFIC EVENTS	PT Catering Allocation PT Concessions Allocation TOTAL	 (625,000) (625,000)	 (375,000) (375,000)
EMPLOYEE BENEFITS 60350 60400	INCLUDES INSURANCE, EAP, HEALTH ADVOCATE, ESPP, 401K, FLEX SPENDING PLAN 401K CONTRIBUTIONS	EMPLOYEE BENEFITS Health Dental Vision Life Insurance ADD& Vol LTD STD SUB-TOTAL Full-time Part-time SUB-TOTAL TOTAL	 30,367 774 424 125 1,064 230 89 33,073 7,180 500 7,680 40,753	 25,420 774 424 125 1,068 231 89 28,131 7,212 500 7,712 35,843
P/R TAXES 60300	FICA, MEDICARE, STATE UNEMPL, FED UNEMPL	FT Wages PT wages TOTAL	11,787 38,067 49,854	11,835 26,284 38,119
F&B OVERHEAD 69000 72000 64000 72000 72000 61000 61000 61000 70000 65001 69000 64000 64000	INDIRECT EXPENSES FOR F&B	Cash Register System Subscription Credit Card fees Paper Supplies Dues & Subscriptions Licenses & Permits Travel & Entertainment Training Meetings & Conferences Advertising (Personnel) Repairs & Maintenance Cell phone Expense Uniforms/Laundry Minor Equipment	30,000 75,000 5,000 250 1,050 100 250 250 200 25,000 1,300 7,000 2,000 147,400	30,000 75,000 5,000 250 1,050 100 250 250 200 25,000 1,300 7,000 2,000 147,400
TOTAL FOOD & BEVERAGE EXPENSE			\$ 437,400	\$ 375,918

CROSS INSURANCE ARENA
 FINANCE AND INFORMATION TECHNOLOGY
 FISCAL YEAR 2027

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	FY 2026	FY 2027 BUDGET
SALARIES ADMINISTRATIVE	60101	SALARIES	Director of Finance	128,210	132,697
			Staff Accountant/Office Mgr.	0	75,000
				128,210	207,697
FINANCE DIRECTOR INCENTIVE	60500	EMPLOYEE INCENTIVE	Director Annual Incentive Compensation	12,821	13,270
PAYROLL TAXES	60300	EMPLOYER PAYROLL TAXES	SS	10,325	11,904
			MEDICARE	2,498	3,204
			ME Unemployment Tax	718	718
			FUTA	84	84
				13,625	15,910
CORPORATE SUPPORT	61000	TRAVEL & HOTEL	Travel Expenses	500	500
				500	500
MEETINGS/CONVENTIONS/TRAINING/ DUES	61000	CONFERENCES & SEMINARS	Annual Conference	1,500	1,500
			Misc Finance/Payroll Workshops	500	500
			Memberships and Dues	800	800
				2,800	5,600
RECRUITING EXPENSES	60150	CSS BACKGROUND CHECKS	Background checks for new hires	750	1,500
				750	1,500
TELEPHONE	66001	TELEPHONE SERVICE	Cell Phones (\$50 per month)	0	0
				0	0
PAYROLL & IT SUPPORT	60150	SOFTWARE COSTS	Cost of Using Payroll services	29,300	29,300
			Annual W2 Form Processing Fee	1,750	1,750
			LLB Group Phone Support	800	800
			Corp IT Support		
			Network Accounts	12,000	12,000
			Netsuite/Coupa	15,000	15,000
			Office 365	1,600	1,600
			Cloud Service	6,600	6,600
			Local IT Support/Security	3,000	3,000
				70,050	70,050
EMPLOYEE BENEFITS	64000	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical	8,895	9,722
			Dental	454	774
			Vision	204	240
			Life	150	192
			AD&D	50	44
			LTD	266	354
			401-K Company Match	7,052	11,048
	60350	HMS	10,104	19,681	
TOTAL FINANCE EXPENSE				241,986	341,708

CROSS INSURANCE ARENA
MARKETING/GROUP SALES
FISCAL YEAR 2027

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	FY 2026	FY 2027 BUDGET		
SALARIES ADMINISTRATIVE	60101	SALARIES OF ADMINISTRATIVE STAFF	Director of Marketing	78,500	83,500		
	60101		Sales Manager- Groups	60,000	60,000		
				138,500	143,500		
DIRECTOR INCENTIVE COMP	60500	INCENTIVE	Director Annual Incentive Compensation	7,874	8,350		
PAYROLL TAXES	60300	EMPLOYER PAYROLL TAXES	SS	5,718	9,416		
			Medicare	1,383	2,202		
			ME Unemployment Tax	718	718		
			FUTA	84	84		
				11,784	12,418		
TRAVEL & ENTERTAINMENT	61000	ENTERTAINMENT & MILEAGE	Marketing Staff Meetings	200	200		
			Entertainment	200	200		
			Poster/Flyer/Ticket Mileage	300	300		
				700	700		
MEETINGS/CONVENTIONS/TRAINING	81000	CONFERENCES & SEMINARS	OVG Training/Visitors	250	250		
			OVG Marketing Annual Conference Hotel and Air	4,000	4,000		
			Miscellaneous Expenses	0	0		
				5,000	5,000		
DUES & SUBSCRIPTIONS	72000	MEMBERSHIP DUES & PUBLICATIONS USED BY STAFF	Pollstar	1,000	1,000		
			Hootsuite	1,850	1,850		
			Placer AI platform	1,750	1,750		
			Salesforce Software	1,750	1,750		
			Canva	250	250		
				6,600	12,700		
PRINTING	70000	MISCELLANEOUS PRINTING COSTS	Flyers for Rentals	100	100		
			General Information brochures	100	100		
			Banners/Signs	100	100		
			Annual Report	120	120		
			Photoshop CS6 Suite	1,080	1,080		
				1,600	1,600		
TELEPHONE	69000	TELEPHONE EXPENSEE	Cell Phones	650	650		
			Group Sales	650	650		
				1,300	1,300		
CUSTOMER RELATIONS-MARKETING	70000	CLIENT & CUSTOMER RELATIONS	Promotional Items (Pens, Artist Gifts, Plaques)	250	250		
			Tenant Event Tabling, Full-time staff uniforms	250	250		
				500	500		
CUSTOMER RELATIONS-GROUP SALES	70000	GROUP SALES CLIENT RELATIONS	Items to promote Group Sales	150	150		
				150	150		
INSTITUTIONAL/EVENT ADVERTISING	70000	ADVERTISING NON RELATED TO EVENTS	Concert Venue Directory	1,500	1,600		
			Web Hosting	7,800	7,800		
			Venue Advertisements - Interior Signage	2,300	500		
			Venue Advertisements - Promotions at other local events	2,000	2,000		
			Survey Monkey	400	400		
				14,000	12,300		
EMPLOYEE BENEFITS	64000	HEALTH/LIFE/DENTAL/401K	Medical	7,537	13,881		
			Dental	203	774		
			Vision	125	240		
			Life	720	88		
			AD&D	28	44		
			LTD	148	354		
			ESPP	1,107	1,326		
			401k	7,178	7,593		
TOTAL MARKETING EXPENSE				\$ 228,546	\$ 233,276		

CROSS INSURANCE ARENA
OPERATIONS
FISCAL YEAR 2027

ACCOUNT TITLE	GL #	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	FY 2026	FY 2027 BUDGET
SALARIES ADMINISTRATIVE	60101	SALARIES OF ADMINISTRATIVE STAFF	Director of Operations Operations Manager Operations Assistant	88,577 57,846 50,000 196,424	93,577 53,021 46,845 205,243
OPERATIONS DIRECTOR INCENTIVE COMP	60500	INCENTIVE	Director Annual Incentive Compensation	8,858	9,388
PART TIME	60101	OPERATIONS PART TIME STAFF - BULL CREW	Part-Time Event Labor	150,000	100,000
STAFFING BILL BACKS	60101	LABOR CHARGED TO EVENTS	Part-time Labor Charged back to events	(100,000) (100,000)	(60,000) (60,000)
PAYROLL TAXES	60300	EMPLOYER PAYROLL TAXES FOR ENTIRE STAFF Full-Time and Part-Time	SS Medicare Unemployment Tax FUTA PT payroll taxes	11,267 2,728 1,076 126 24,211 39,406	13,305 3,112 1,076 126 14,899 32,619
REPAIRS AND MAINTENANCE	65001 65001	BUILDING REPAIRS & MAINTENANCE	Repairs Maintenance	45,000 45,000 90,000	70,000 70,000 140,000
ICE/HOCKEY EXPENSE	69000 64000 66001	SERVICE AGREEMENTS	Ice Maintenance - AAA Energy Zamboni Expense Ice Paint (Jet Ice White and Lines)	35,000 2,500 6,500 44,000	40,000 2,500 3,500 46,000
BUILDING SUPPLIES	64000	BUILDING SUPPLIES	General Building Supplies Tools, nails, etc.	28,000 28,000	25,000 25,000
JANITORIAL	64000	NON-EVENT RELATED SERVICES & SUPPLIES	Janitorial Service (non event) Urifirst	40,000 40,000	30,000 30,000
UNIFORMS & LAUNDRY	64000	UNIFORMS PART-TIME STAFF	Operations Department Shirts/Hats/Jackets	750 750	760 760
TRASH REMOVAL	69000	TRASH REMOVAL	Waste - Compactor	24,000 24,000	28,000 28,000
CONTRACTUAL SERVICES	69000	PEST CONTROL SERVICES FOR BLDG	Exterminating contract Snow Removal Elevator Maintenance Forklift Rental Other LR Rental	3,600 250 16,500 0 5,000 25,350	3,600 650 17,100 0 5,000 26,350
DUES AND SUBSCRIPTIONS	60350	MEMBERSHIP	Ice Risk Association	250 250	250 250
MEETINGS/CONVENTIONS/TRAINING	61000	CONFERENCES ATTENDED BY STAFF	USA Ice Association	6,000 6,000	6,000 6,000
TELEPHONE	69000	TELEPHONE SERVICE	Cell Phones Replacement Phones	650 650	650 550
INSPECTIONS,LICENSES AND PERMITS	66001	INSPECTIONS	Sprinklers, Fire System, Elevators and Escalators Inspections	4,000 1,500 5,500	4,000 1,500 5,500
EMPLOYEE BENEFITS	64000	HEALTH/LIFE/DENTAL INSURANCE & 401K	Medical Dental Vision Life AD&D LTD 401-K	70,811 799 227 164 56 291 10,284 90,611	83,833 1,839 411 134 43 343 10,730 97,333
TOTAL FACILITY OPERATIONS				644,258	692,854

CROSS INSURANCE ARENA
OVERHEAD BURDEN
FISCAL YEAR 2027

ACCOUNT TITLE	Account	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	FY 2026	FY 2027 BUDGET
EQUIPMENT LEASE EXPENSE	68000	RENTAL COSTS OF COPIERS, FAXES, DUPLICATOR, ETC.	Copiers/Fax with TRADE deal (\$850 x 12)	10,500	10,500
				10,500	10,500
POSTAGE	67000	POSTAGE, OVERNIGHT DELIVERIES	First Class Mail	2,600	2,600
				2,600	2,600
LICENSES & PERMITS	72000		City Entertainment License BM/Sasac/AGR Licenses	3,000 4,500	2,600 5,500
				7,500	8,000
PARKING	69000		Staff Parking (16 X \$180 X 12) Board and guest validations	30,600 4,000	32,400 7,500
				34,600	39,900
INSURANCE EXPENSE	63000	COST OF INSURANCE POLICIES	LIABILITY General/Excess Liability (Term July - June) Cyber Professional Liability AUTO CRIME (Apr-Mar) WORKERS' COMPENSATION (JUL-JUN) Employment Practices Pollution Liability	90,000 750 6,100 350 1,200 60,000 3,250 354	105,000 750 6,100 350 1,200 60,000 3,250 354
				162,004	177,004
Truck-Gas/Maintenance	65001	Repairs/Maintenance for Company Vehicles	Gas Repairs/Maintenance	150 600	150 600
				750	750
CONTRACTED SERVICES	69000		Professional Services	500	500
				500	500
OFFICE SUPPLIES	67000		General Office Supplies Copier/Fax Supplies Toner Paper supplies	7,600.00	7,500
				7,500	7,500
TELEPHONE/INTERNET/AV	66000	TELEPHONE EXPENSE VIDEO INTERNET	Cost of telephones not charged to other dept. Video Services Building Internet	25,000 5,100 18,000	28,000 6,100 18,000
				48,100	51,100
UTILITIES	86001	UTILITY COST FOR THE BUILDING	Electricity Water/Sewer Gas City of Portland Drainage Fees	350,000 26,000 160,000 7,000	460,000 32,000 125,000 7,350
				532,000	614,350
MANAGEMENT FEE	72000		MONTHLY MANAGEMENT FEE TOTAL	129,029	133,546
				129,029	133,546
TOTAL OVERHEAD				\$ 1,087,896	\$ 1,045,649

CROSS INSURANCE ARENA
CORPORATE SALES/PREMIUM SERVICES INCOME
FISCAL YEAR 2027

ACCOUNT TITLE	MAS-100	ACCOUNT DESCRIPTION	ITEMIZED EXPENDITURES	FY 2026	FY 2027 BUDGET
ADVERTISING	40020	REVENUE EARNED ON ADVERTISING SPONSORS	Arena Share of Advertising/ Sponsorship Less: Commission and Expenses Less: Team Share Static Signage	550,000 (119,350) (42,000) 388,650	550,000 (119,350) (42,000) 388,650
NAMING RIGHTS	40020	NAMING RIGHTS	Less Commissions and Expenses	215,000 (26,875) 188,125	215,000 (26,875) 188,125
TOWER SUITES	40020	TOWER & LOGE	6 X \$35,000 Less Ticket Revenue Due Tenants (72 Seats X \$20 X 36 Gms) Less Commissions and Expenses Bunker Suite Revenue from Mariners	210,000 (51,840) (34,004) 5,000 129,156	210,000 (51,840) (34,004) 5,000 129,156
CLUB SEATS-PSL	40020	PSL REVENUE CLUB SEAT LICENSE SHARE	326 available Prolific (40 X \$168) Club Seat License Share Less Commissions and Expenses	6,720 14,000 (4,455) 16,265	6,720 14,000 (4,455) 16,265
OTHER RENTALS	40030	OTHER REVENUE	Ice Rentals	20,000 20,000	20,000 20,000
FULLFILLMENT FEE INCOME	40030	RESALE REVENUES	Ticketmaster	61,000 61,000	61,000 61,000
MISCELLANEOUS	40030		ATM Fees Recycling/Parking	3,000 4,000 7,000	3,000 4,000 7,000
TOTAL OTHER INCOME				\$963,109	\$810,196

Cumberland County CIA Trustees Budget

	Adopted 2023/2024	Adopted 2024/2025	Adopted 2025/2026	Proposed 2026/2027
Contract Administrator Officer				
Payroll Taxes & Benefits				
Parking				
Professional Services	\$ 10,000.00	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00
Board Meetings	\$ 1,000.00	\$ 1,000.00		\$ 1,000.00
50th Anniversary Celebration				\$ 30,000.00
Non-Debt CIP				\$ 80,000.00
Office Supplies and Expenses				\$ 5,000.00
Record storage/bld maint				
Employee Health Insurance				
Management Incentive Fees	\$ 95,000.00	\$ 98,000.00	\$ 120,000.00	\$ 118,000.00
<u>Insurances</u>				
Public Officials				
Package & Auto	\$ 92,000.00	\$ 95,000.00	\$ 135,000.00	\$ 140,000.00
Auto				
Crime				
Workers comp				
Unemployment				
All Insurance Costs				
Total	\$ 198,000	\$ 200,000	\$ 261,000	\$ 380,000.00

October 7, 2025 Insurance

\$122,435

deluxe \$85,449

Gen Liability \$32,764

Auto \$4,222

Cumberland County

27 Northport Dr
Portland, ME 04103

Position Paper

File #: BT 26-006

Agenda Date: 4/29/2026

Agenda #:
